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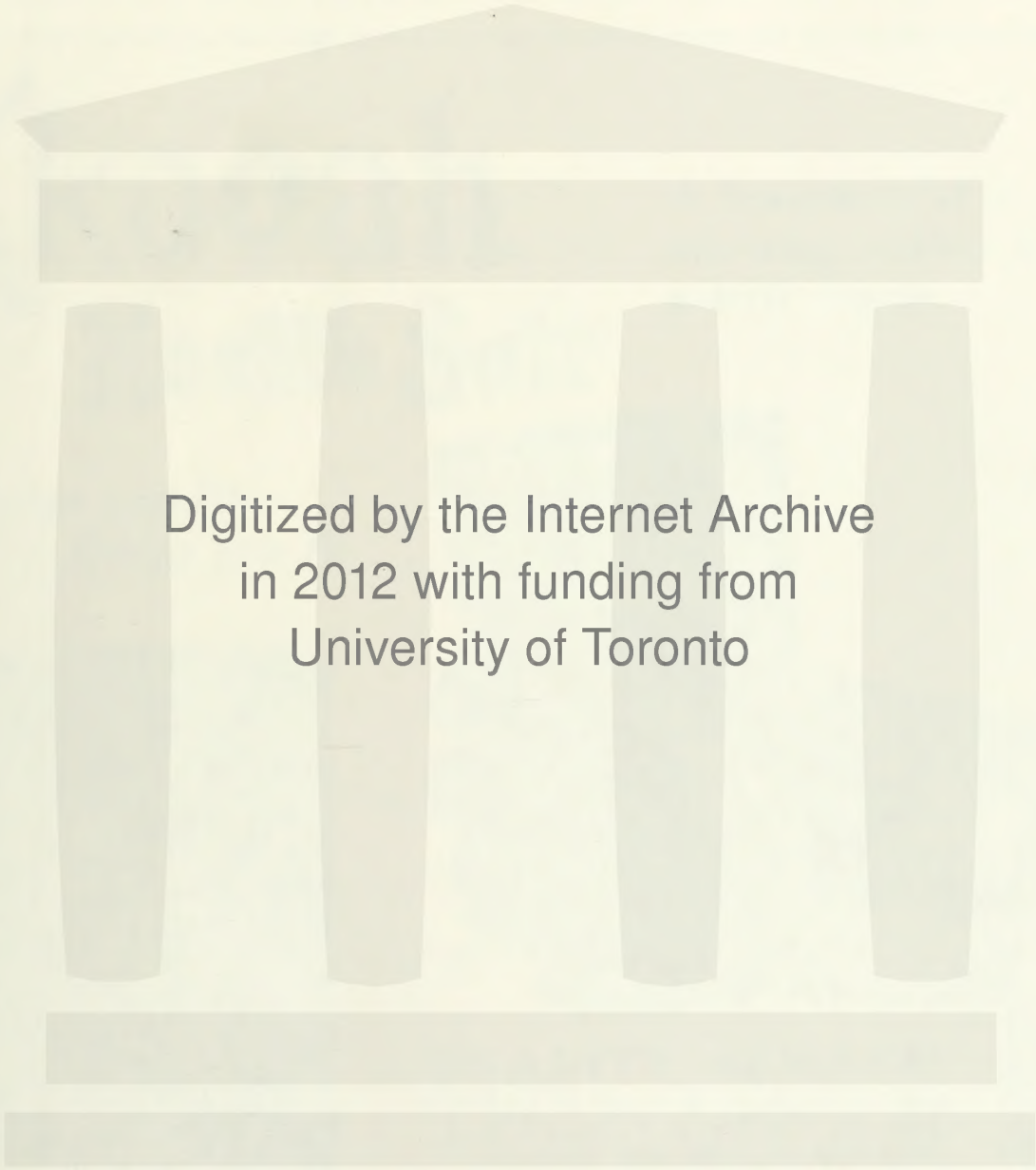

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Judgment in Wholesale Grocers' Case

CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

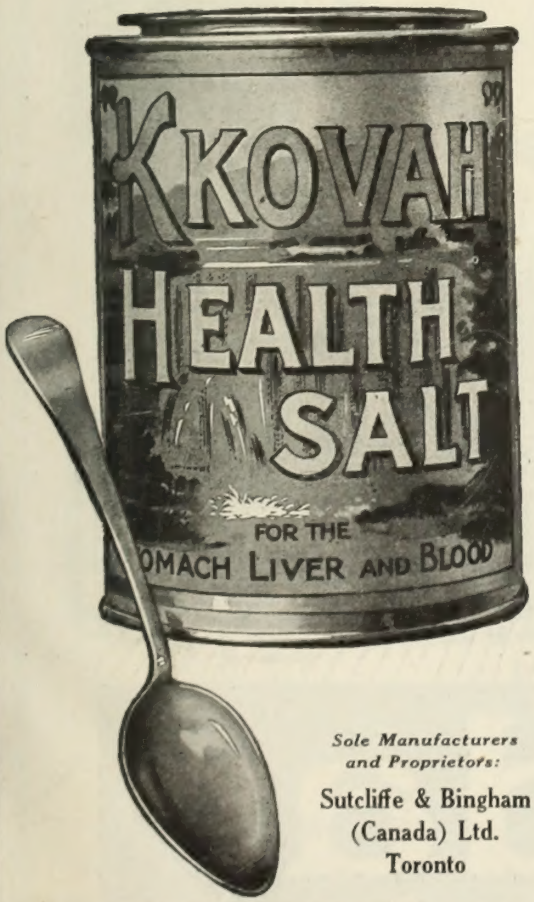
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, APRIL 2, 1920 No. 14

Kkovah Health Salt

A teaspoonful in the morning makes life worth living—

Makes you fit—
Keeps you fit



QUALITY ALWAYS!

THAT is the keynote of the success of Kkovah Health Salt. The high standard upon which its reputation has been built is fully maintained, always, and it is still the finest family aperient.

Strong publicity is increasing the demand daily. Focus that demand to **your** stores by window and counter display. It's a profitable line and worth pushing.

Sole Manufacturers and Proprietors:
Sutcliffe & Bingham (Canada) Ltd.
Toronto

Selling Agents:
Maclure & Langley, Ltd.
Front St. East, Toronto

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

Pride,—O-Cedar—and Prosperity

You can sell more O-Cedar Polish and more O-Cedar Polish Mops—if only you will feature these products correctly.

The foundation for the big O-Cedar demand is the pride the housewife takes in her furniture and floors. Appeal to her pride, in your local advertising—as we are doing in our national O-Cedar advertising.

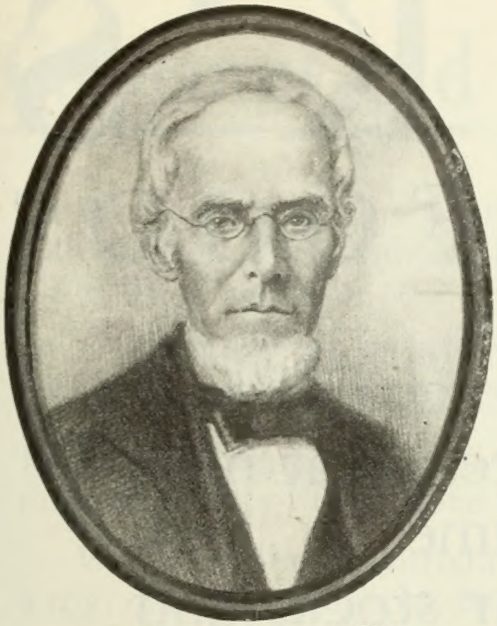
A woman's pride in her home is the mainspring of all her buying for home-betterment. Once your customers are made to realize the possibilities of O-Cedar Products as aids to home beauty, they will buy enough O-Cedar Polish from you each year to represent a marked increase in your turnover and profit.

Feature the mop—in window displays and in advertising—remember that every O-Cedar Polish Mop you sell means a lot of O-Cedar Polish to be sold to that same customer.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO, ONTARIO

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-



Gail Borden

The Secret of *Borden's* Supremacy

Sixty-three years ago Gail Borden, "the father of pure milk," first proved to the world the practicability of a nation-wide distribution of safe, pure milk of guaranteed quality and absolute dependability.

Borden's

Borden's

To-day, as in 1857, this quality and purity basis has ever been rigidly maintained. It is this *unequalled purity and quality,* combined with an intensive, continuous, national advertising campaign that is resulting in greater sales, greater dealer profits and has made the name Borden's supreme in the world of milk products.

SIX CANADIAN FACTORIES

The *Borden* CO., LIMITED

Leaders of Quality

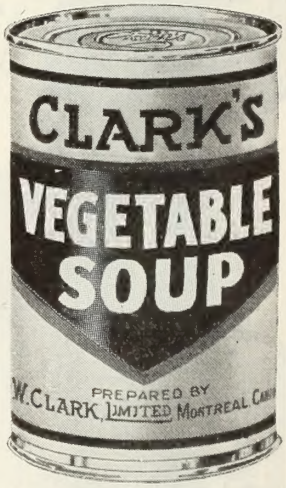
MONTREAL **VANCOUVER**

CLARK'S
PREPARED FOODS

Need we remind you, Mr. Grocer, that now is the time to look over your stocks and make sure that you have sufficient

CLARK'S PORK AND BEANS
AND OTHER GOOD THINGS

to start off your warm weather trade. It will benefit you to study our list. If you have not received one, send us a postcard and we will gladly mail one to you.



All our goods are
MADE IN CANADA BY CANADIANS

W. Clark, Ltd. Montreal

Clark's

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

FLAKE ALBUMEN
SPRAY ALBUMEN
SPRAY YOLK
WHOLE EGG POWDER

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2% Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:—

A. T. CLEGHORN, Vancouver, B. C.
W. H. DINGLE, Calgary, Alta.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN LTD., Winnipeg, Man.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

Now Made in Canada by Bowron Bros.

1 Gal—160 oz.	32 oz.	16 oz.	1 Pt.	Half Pint.
Lacquered can, 4 tins to case.	Screw Top Jar, 1 doz. to case.	Mason Jar Screw Top 1 doz. to case.	Fibre Carton, 1 doz. to case.	Fibre Carton, 4 doz. to case.
Wt. 27 lbs. per case	Wt. 18 lbs. per case	Wt. 19 lbs. per case	Wt. 10 lbs. per case	Wt. 20 lbs. per case
$19.00 doz.	$5.50 doz.	$3.50 doz.	$2.60 doz.	$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

HIP-O-LITE offers an excellen t profit Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada

You Can Apply *the* Method—

THIS is what scores of merchants—small and large—would say if you could ask them about their business in oranges and lemons:

"I make 349% per year on the capital I invest in oranges and lemons, and this is how I do it:

"I buy these fruits only in such quantities as I can *sell out clean* each week.

"I work on a margin of 25% on sales, or 33⅓% on the invoice cost.

"I figure my operating expense at 16⅔% on sales, and add 3⅓% for shrinkage, even though shrinkage is reduced to practically nothing when the goods are turned 52 times a year.

"This allows me an absolute 5% net profit on sales each week.

"But 5% net on sales each week, on a weekly turnover basis, is nearly 349% on the invested capital per year.

"Sometimes I buy a little short each week, making a more rapid turnover and, thus, more than 350%. But as a usual rule I plan on 52 turnovers, always figuring to get that weekly 5% net on sales.

"Note that I do *all* my figuring on the *selling price* and never on the *cost*." Most retailers who fail—and we believe this is a conservative estimate—fail because they figure the other way.

You will succeed if you display oranges and lemons, place your margin at 25% on the selling price, and *sell out each week* or oftener. That margin permits reasonable retail prices which tend to increase the consumption of these fruits.

These are the simple rules that scores of retail merchants follow, and with marked success. They are not our own ideas merely, but are the figures of expert retailers who have given them to us. They are set down here for your benefit.

Write for Free Display Material

We send highly colored display material free to retailers who request it. We also answer any questions as to retailing methods that a dealer may care to ask.

Mail the coupon for an interesting new book about fruit displays—we include also our "Display Material Option List," which permits the selection of attractive cards for counters and windows and other selling helps. Send it now while you think of it.

California Fruit Growers Exchange
A Non-profit, Co-operative Organization of 10,000
Dealer Service Dept.,
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.
Los Angeles, California

Please send me your book "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name .....
Street .....
City ..... Province .....

You can safely recommend

Chamberlain Family Medicines to your customers because they are absolutely free from harmful drugs. The well-known reputation of

Chamberlain Family Remedies

makes them active sellers. There are a number of peerless remedies on the Chamberlain list and each one is a dependable, steady profit-earner and a winner of satisfaction. Send for our price list to-day.

CHAMBERLAIN'S
STOMACH & LIVER TABLETS
A PLEASANT PHYSIC
THEY CLEANSE THE STOMACH AND REGULATE THE LIVER AND BOWELS
CHAMBERLAIN MEDICINE CO.
TORONTO, ONT.
PRICE 25 CTS
THEY IMPROVE THE APPETITE AND STRENGTHEN THE DIGESTION

The name "Chamberlain" stands for reliable remedies and good, fair profits.

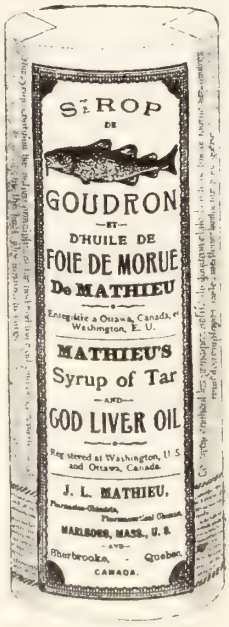
Chamberlain Medicine Co., Limited
TORONTO

Good Profits

will reward your efforts if you suggest to your customers that they use

Mathieu's
Syrup of Tar
and
Cod Liver Oil

for cure and prevention of colds. Keep your stock of this excellent remedy well displayed. It will pay you well.



Mathieu's Syrup of Tar and Cod Liver Oil -- a splendid body builder.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

Sani-Flush
(TRADE MARK REGISTERED)

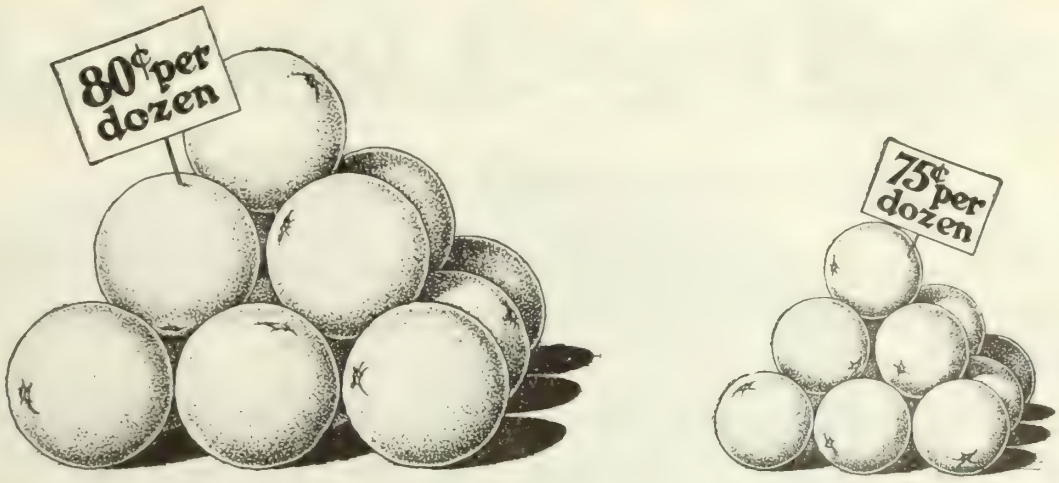
Closet Bowl Cleaner

The chemical nature of ***Sani-Flush*** is entirely different from that of washing and scouring powders. It is a solvent of the stains and sediment which form in the closet bowl and trap.

Women do not care to discuss the subject of cleaning water-closets, but they buy ***Sani-Flush*** readily when they know that it can be had for the asking.

Keep ***Sani-Flush*** in plain sight, so that people will see it for sale.

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.



Which Could You Sell Best?

RIGHT now you can retail big oranges at almost the same price as small ones. Warm rains in California, with a relatively light crop on the trees, have produced an excess of large-sized fruit.

You can now sell oranges of grapefruit size at practically the same price as the medium sizes and make the same profit. Between the price per dozen on 80's and 150's there need be only a nickel's difference.

Here is an unusual opportunity. Buy the large sizes and make a special display. Give your customers the benefit of low prices on big fruit and win new profits for your store. California Navels are at their best. Large sizes are cheap.

This chance will be gone in a few weeks. Concentrate on big California Navels while they are plentiful—and low in price.

Be the first to take advantage of this unusual condition. Ask your jobber for quotations on large sizes. Who today doesn't want more for their money?

California Fruit Growers Exchange

Los Angeles, California

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following:—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

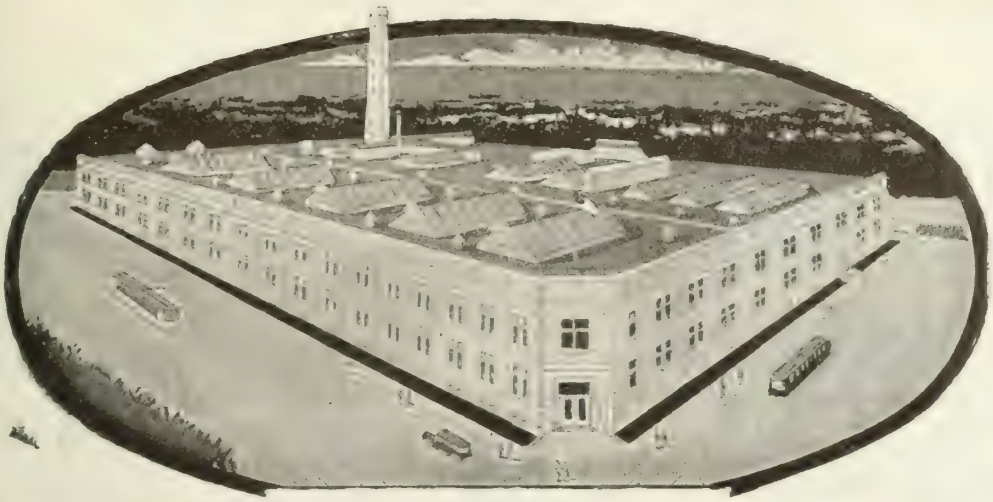
MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.

Canadian Industries Exhibition

London, - England

JUNE, 1920

CANNERS EXPORTERS PACKERS

MANUFACTURERS

Our offer to assist you by representation at the above Exhibition is again repeated and open for acceptance for the *last time.*

In order for us to reserve you space on our stand, write us without delay. We have enlarged our space so we can put before our friends your

Canned Goods	Dried Fruits	Bacon
Cheese	Lard	Butter
Cereals	Syrup	Glucose
Sugar	Honey	Chemicals
Grain	Confectionery	Oils

First-class houses are worthy of first-class representation and we want time to go into your credentials and welcome you to go into ours.

Full particulars of our offer was published in the 3rd and 4th week's issue of this Journal in February, also again last month. Look it up or write direct to

"Import Dept."

A. H. PARKER & SONS

Produce Brokers

Carlton Chambers, Baldwin Street, BRISTOL, England

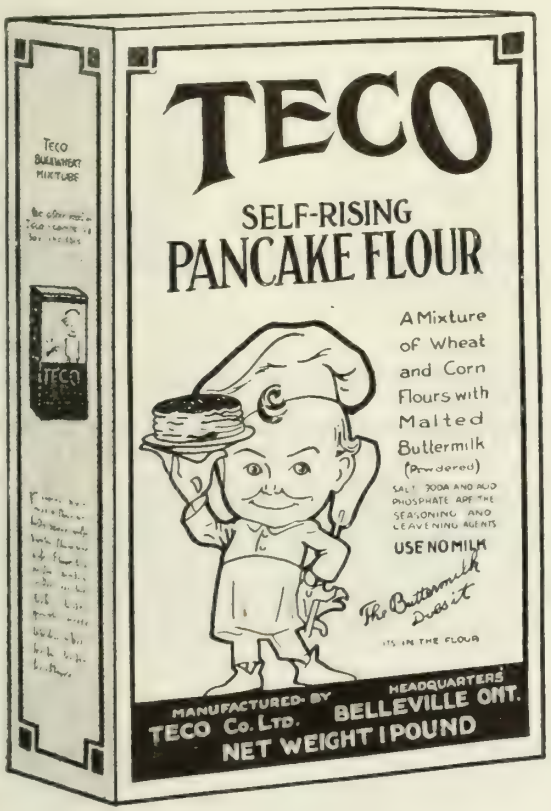
Also at

9/10 Fenchurch Street and 2/3 Philpot Lane, LONDON, England

Produce Exchange Building, 8 Victoria Street, LIVERPOOL, England

GLASGOW CARDIFF NEWCASTLE DUBLIN

A Canadian Made Product that grows in favor every day—everywhere



The Buttermilk Does it

It's in the flour

TECO PANCAKE FLOUR

is proving itself so favorably, the output has had to be increased each week to meet the demand.

No just comparison can be made between TECO Pancake Flour and any other pancake flour on the market.

The nutritive value and delicious flavor imparted to the flour by the Malted Buttermilk has put TECO entirely in a class by itself. Your customers will appreciate your good judgment in bringing TECO to their attention.

PLEASED CUSTOMERS ARE BUSINESS-BUILDERS.
Ask for a few copies of Mrs. Bailey Allen's "Buttermilk Book" to give to your best customers. They will thank you.

TECO COMPANY LIMITED
BELLEVILLE, ONTARIO, CANADA

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.

Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Consult Our Latest Directory

Do not trust to memory when calling subscribers.

Telephone numbers are changed frequently because of removals, changes of equipment, etc.

This means that if old numbers are called other subscribers are disturbed unnecessarily.

Help to improve the service by always referring to the directory.

The Bell Telephone Co. of Canada

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

The Sovereign

may have lost value abroad and be extinct at home, but British Goods and

Grimble's Vinegars

still retain their supremacy throughout the world.

Grimble's Vinegar Breweries
are in LONDON, England

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

EUREKA

If you need a refrigerator at all you need the best — a Eureka Refrigerator. In buying the Eureka Refrigerator you get the finest system of cold dry air circulation yet discovered by man. You get the finest materials available; and you get the finest workmanship possible — and that is only natural, since we have been building all designs of Refrigerators, Cold Storage and Freezer Counters, Cold Storage Doors, and general Eureka Refrigerator equipment for the past 33 years.

We have the materials, experience, and the necessary knowledge to build the best Refrigerator that's on the market. Write to-day for free illustrated catalogue.

Eureka Refrigerator Co., Ltd.
Head Office and Factories: Stratford, Ont.

The Secret of Our Success Laid Bare

By any good Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creanter newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

The Farquhar Trading Company, Ltd.
NORTH SYDNEY, N. S.

P. O. Box 249

HOPS

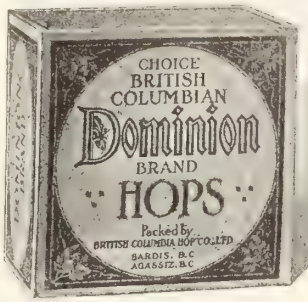
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

When Sorting up Your

CANNED FRUIT
AND
DRIED FRUIT

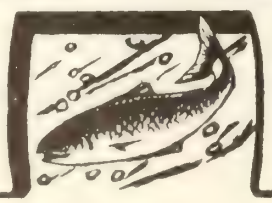
Stocks, *Remember*

"CASTLE"
brands

Are as Popular as Ever

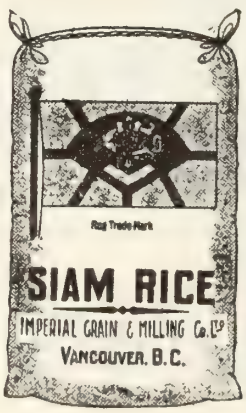
DISTRIBUTED BY

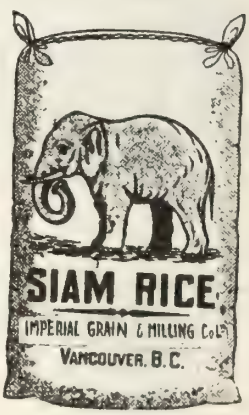
HARRY HALL & Co
LIMITED
SAN FRANCISCO · VANCOUVER
·U·S·A· CANADA



Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

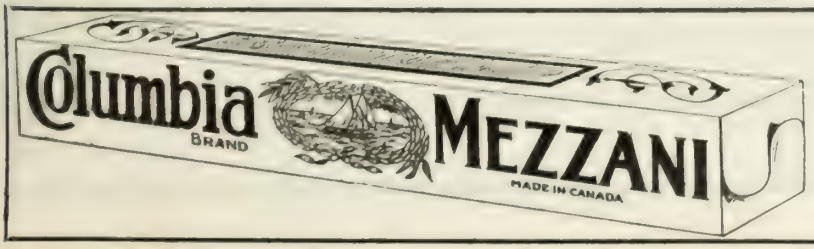
Said the Manager:

If you could see the care with which we prepare
"ALBATROSS" PILCHARDS
you would recommend them with right good will.

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - - REGINA



MACARONI

The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Specializing in Food Products of all kinds: World-wide connections: Representing the largest of Canadian, American, European and Oriental Shippers: Our own sales staffs; trained, experienced and efficient: Open to represent live manufacturers and shippers whose lines do not conflict with present principals. If interested in the Western field and want maximum results, get in touch with us.

The Best in the West

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your BUSINESS RIGHT ARM in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.

Fort William, Ont.

Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you.

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.
45 Front St. East, TORONTO.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

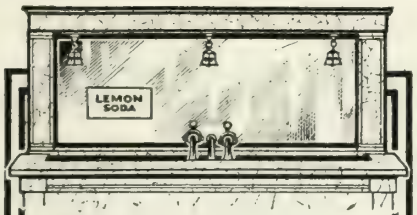
B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

Calgary Storage & Cartage Co.,
Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

Say you saw it in Canadian Grocer, it will identify you.



Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature

Thomas Lewis Arnett
Souris — Manitoba

ARNETTIZE YOUR STORE

PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

Grecian Currants
WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.
On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.
Levant-American Mercantile Co.
LIMITED
Montreal, Canada

Say you saw it in Canadian Grocer, it will identify you.

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

SHEELY-MOTT CO.
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

Opportunities are offered every week on this page.

Are You making use of them?

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

Robinson's Ice Cream Cones

At Any Jobber's

Wholesale Orders Invoiced and Shipped Direct by

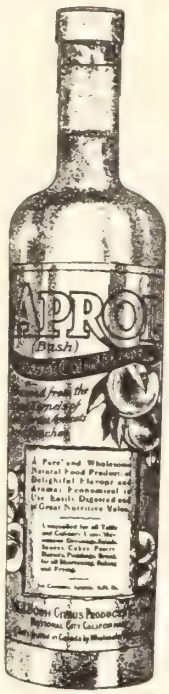
Messrs. Robinson & Sons,

Hamilton, Ont.

Martin M. Sichel and Co.

Manufacturers' Agents

212 McGill Street Montreal



Are You Selling APROL

25 GOOD IDEAS,

One Every Other Week, will appear in

CANADIAN GROCER

Showing you the best methods to use in selling

APROL

Commencing in issue of April 2nd.

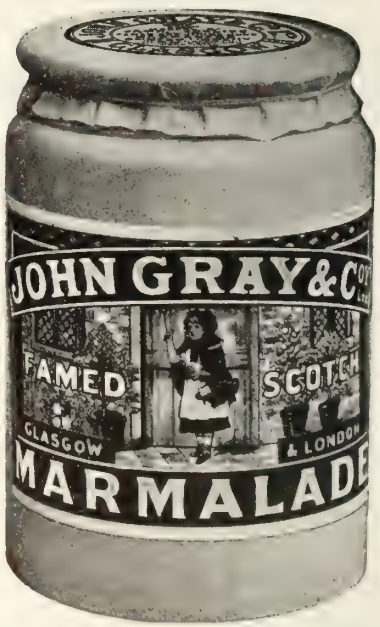
Watch for these. They will help you sell APROL

AprOl is advertised in all leading papers in Canada

W. J. Bush & Co., Canada, Limited

NATIONAL CITY, CALIFORNIA MONTREAL and TORONTO

JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal

Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

DIRECT SHIPPERS

Field & Co

(F. M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

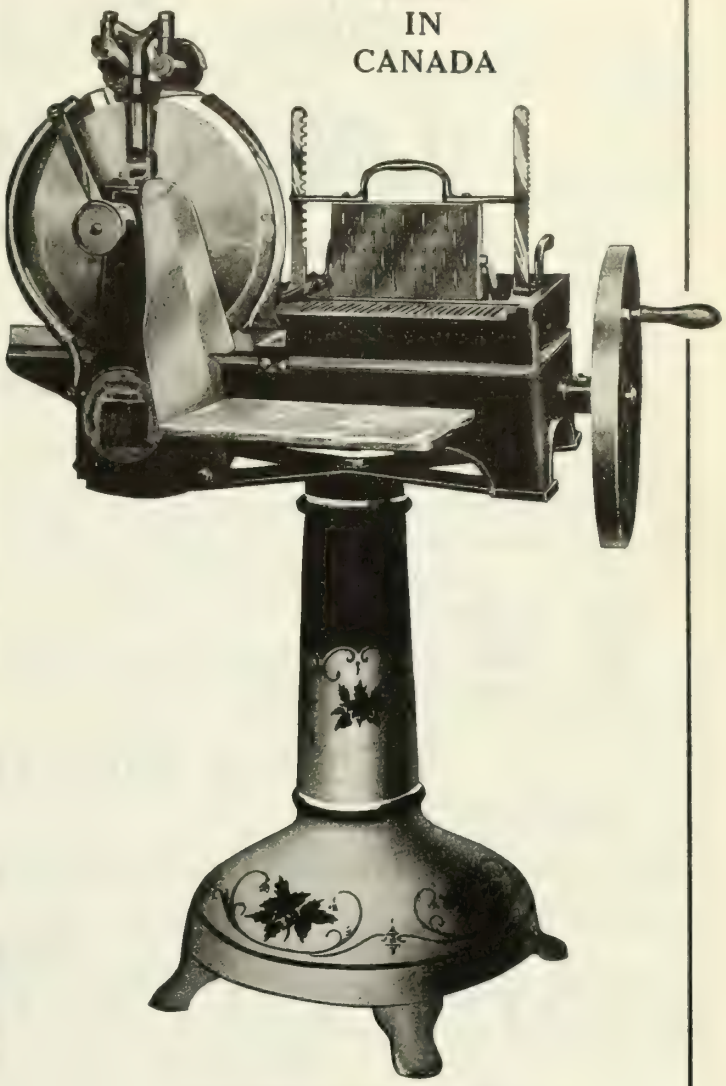
When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

MADE IN CANADA



THE BRANTFORD SLICER

The Perfect Slicer

There are so many exclusive patented features on Brantford slicers—each one a saver of time and money that it will pay you to write for our illustrated catalogue before you buy and find out why the Brantford is "the best buy in the Slicer World."

The Brantford Computing Scale Co.
LIMITED

Brantford, Canada

Offices and showrooms in the larger centres

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Easy Know—Easy Go!

Put Gold Dust packages where your customers can see them.

With a woman "seeing Gold Dust means buying it," especially since our advertising has shown her what Gold Dust will do. Keep it out in front on your shelves and watch the sales come in.

Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Long datings, free deals, and big discounts go hand-in-hand with heavy stocks and—

Heavy stocks mean slow turnovers.

Slow turnovers mean deterioration, and in many cases absolute ruin to the goods.

Every advance in modern business is toward smaller stocks and frequent purchases of quality goods that can be quickly and conveniently sold.

An article that deteriorates as quickly as te must reach the consumer *fresh*. It can only reach the consumer fresh by being moved *quickly* and *often*. If you purchase more than you can dispose of in four months—interest on your capital eats up your discount—but worse still, the tea has deteriorated seriously in quality.

With "SALADA" Tea you know just what you are selling and how long it will take to sell it. Every tea purchaser is ensured plantation goodness and freshness.

Your money is not tied up. It keeps on the move. It earns more money for you. The freight is prepaid—the sale is guaranteed—you can return it any time if you're not satisfied.

Salada Tea Company of Canada Ltd.

ARCTIC Refrigerators

USE LESS ICE

Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

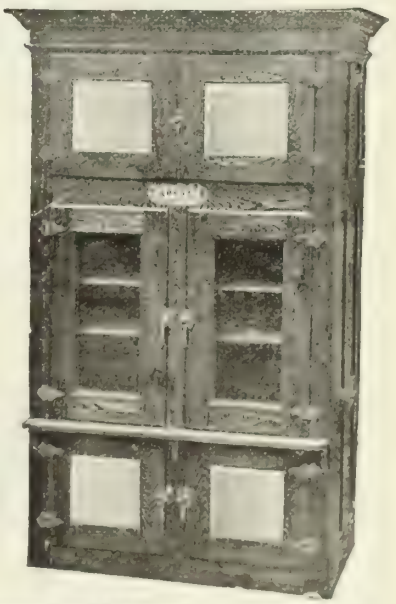
A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

The Free Arctic Catalogue shows this and other sizes available, together with Fish Cases, Counter Refrigerators and many other profit-saving refrigeration devices. Write for it.



JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory 154 GEORGE ST., TORONTO

AGENCIES—A. Ellis, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Bottlers Supply Co., Regina, Sask.; M. F. Watt, 572 Knox St., Vancouver, B. C.

The Uncrowned King of Canada

IS Hon. James Calder the power behind the throne at the present time in Ottawa? The master politician who plans out all the moves in the political game?

Will Sir Thomas White shortly slip into the place of Sir Robert Borden and keep the Unionist Government in power until 1923?

These are predictions that J. K. Munro makes in the course of a witty, informative article on the political situation in the April 1st issue of MACLEAN'S MAGAZINE. J. K. Munro is writing the best political articles appearing in the whole of Canada.

Are we Playing into Germany's Hands?

"IF GREAT BRITAIN and the United States drift into subconscious antagonism now, Germany will have won in peace what she could not win in war," writes Agnes C. Laut in April 1st MACLEAN'S. She declares emphatically that for Canadians to create ill-will with the American people would be playing German's game in addition to losing—

1. Splendid trade opportunities.
2. Fully 100,000 families a year who will come over to Canada to escape agricultural difficulties in the States.

Miss Laut is saying things that will run contrary to the ideas of many people, but it is all the more worth while reading.

BINDING THE WEST WITH BANDS OF STEEL

The first of a series of articles telling the early story of M. J. Haney, who helped build the C. P. R. through the Canadian West.

A BIG NOVEL BY A YOUNG CANADIAN

In this issue will also be found the first instalment of a powerful and cleverly written new novel by a young Canadian author, Arthur Beverley Baxter. Do not miss "The Parts Men Play."

EIGHT MONTHS ADRIFT IN THE ARCTIC

The second and concluding instalment of Storker Storkersen's remarkable story of his long drift on a floating island of ice off the Northern coast of Canada.

"The Wistaria Arbor"— a short story. By Robert W. Chambers.

"Storm Along, John!"— a lacrosse story. By C. W. Stephens.

"Gentlemen of the Long Robe"— an article on the legal profession in Canada. By the Honourable W. R. Riddell.

"The Thread of Flame"— a powerful novel. By Basil King.

One Hundred Magazines in One

All magazines and periodicals published are read carefully and the best articles found are reprinted in part in the Review of Reviews section of MACLEAN'S. Here are a few in this issue:

The Strangest Tale of the War
The Red Hand Reaches Far East
The Triangle in the Pacific
The Rising Tide in Japan
Was Mrs. Wilson the Real President?
When the Giant Hand Falls
The Agitators in Washington
Civil War Possible in America
Romantic History of the "Chasers"
A German View of Canada
Commercializing the Coyotes
Praise and Criticism of Canadian Troops

You pay no added exchange when you buy Canada's National Magazine

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

APRIL 1st ISSUE *Now on Sale At All News Dealers* ***20c***

People Are Demanding Quality

Nobody asks nowadays which tea is the cheapest. *Quality* is the point tea drinkers are most interested in. Price is secondary.

Red Rose Tea is a fine quality tea. But it is an *economical* tea as well, because it is strong tea. It goes farther. That's why grocers find it doubly easy to hold their customers for Red Rose Tea.

THE T. H. ESTABROOKS COMPANY, LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. John's, Nfld., and Portland, Maine

Waste Paper Prices Jump 400%

Now is the time to make your waste paper, cardboard boxes, excelsior, straw, etc., earn a profit. It's a by-product of your business and should have careful attention. $25 to $35 a ton for baled paper, and you throwing it away. *Sell it for real cash* by baling it in a *"Climax" Steel Baling Press,* made in Canada, 12 sizes—a size to suit every business—over 2,000 satisfied users. Our service department will find you a market. Send for catalog.

A Boy Can Operate It

Climax Baler Co., - Hamilton, Ont.

TURKISH DELIGHT

HAREM BRAND

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

Mail us your order.

DOMINION SALES COMPANY

General Sales Agents

ROOM 412, BIRKS BLDG. MONTREAL, QUE.

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9. Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

HERBERT & CO. (S.A.P.) LTD.

Export Finsbury Square *Department* London, Eng.

Special Appointment

The Recognized Quality Leader

It always pays to sell an established "quality" product like "Keen's Oxford Blue."

Canadian women have learned that the name Keen's on laundry "blue" is an absolute guarantee of satisfaction and reliability.

"British-made"

Yes, Keen's Oxford Blue is "All-British" and through merit has won outstanding popularity. Keep your stock replenished.

A Counter Display Stand like this will make your sales even more easy.

Magor, Son & Co., Ltd.

191 St. Paul Street W.
MONTREAL

30 Church Street
TORONTO

NICHOLSON - RANKIN LTD.

WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

WE REPRESENT---not merely handle accounts.
May we REPRESENT YOU.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

NICHOLSON-RANKIN LIMITED

WINNIPEG — THE SERVICE BROKERS — CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, APRIL 2, 1920 No. 14

Evidence Too Incomplete, Says Board

Synopsis of Board of Commerce Judgment in the Wholesale Grocers' Combine Investigation Case—Further Information Must be Secured Before Declarations on Business Ethics Will be Made —Retailers Are Cleared

THERE was no clear-cut decision by the Board of Commerce in the Wholesale Grocers' Combine investigation, which concluded in Toronto last week. The Hamilton Retail Grocers' organiaztion was completely exonerated on the charge that they were a price-fixing organization, but "as you were" would describe, briefly, the case of the wholesalers and manufacturers who were alleged to be combining in restraint of trade to the detriment of the public.

Refers to Private Squabbles

In its judgment, the Board of Commerce declares that the evidence fell far short of what had been anticipated. The evidence submitted, so the commissioners affirmed, related mainly to private and sordid squabbles of various vendors of merchandise over ways and means of their own enrichment, in which matters the general public was not interested; nor was the Board, because in no event could the general public secure an advantage. As far as the actual evidence as submitted was concerned, the Board would acquit the wholesale grocers. The judgment in this connection reads:

"The proceedings have so entirely failed of their object, that if it were obligatory upon the Board to now render a decision upon the material and testimony put before it, that decision could only be the complete acquittal of all those accused; but, fortunately, the Board is not called to finally decide upon the fragmentary and insufficient material which has been set before it."

Nothing Definite on Resale Prices

Investigations which the Board of Commerce itself has instituted have been going on for some months, and these will be continued until finally it has sufficient evidence upon which to make declarations regarding manufacturers' selling agreements, ethics of the fixed resale price, and as to whether any organization is acting in restraint of trade.

From the standpoint of the resale or common price agreement the judgment reads:

"As to the charges against the manufacturers, the Board pointed out that it had already instituted of its own motion, was carrying on and proposed to conclude as speedily as possible, a Dominion-wide enquiry into the existence, scope, effect and fidelity of price-fixing agreements, including an enquiry into the costs, prices, and profits of and upon commodities being sold under the fixed retail plan of merchandising, which latter mentioned matter, in the judgment of the Board, constituted a prime and necessary element in consideration of the interests of the public. In the Board's decision the proposed enquiry at the instance of the Ontario Attorney-General, as compared with the Board's proposed enquiry, could only be superficial and incomplete."

What of the Chain Store?

No declaration was made in the judgment regarding the ethics of the chain store and department store purchasing direct, or as to the legality of wholesalers, as an organization, combining to refuse to purchase goods from the manufacturer who sells to large retailers to the disadvantage of the smaller dealer. Nor was anything said regarding the ethics of wholesale houses being formed by consumers and retailers' organizations for the purpose of buying direct. The Board has already made a decision in regard to a wholesale organization formed by a number of retailers, and and during the investigation this organization was, at different times, called a "sham" wholesale house, and therefore that system was not approved by the Board. One would not expect any different final decision as to wholesale firms formed by consumers' associations or organizations such as those of farmers, labor men, etc. During the course of the investigation, counsel for the Attorney-General's Department stated he intended to call someone who could describe the work of co-operative stores, but no one was called to give evidence in this connection. This the Board regretted.

Wide Investigation Under Way

As to the future proceedings by the Board, the following from the judgment is illuminative:

"As to the remainder of the charges respecting the wholesalers and manufacturers, the Board expresses its complete dissatisfaction with the case as presented, and it is resolved not to permit the charges to be dropped in the incomplete condition as to proof in which they have been left. Accordingly, in these proceedings, and at this stage, the Board neither acquits nor condemns any wholesaler, manufacturer or association. Instead, it will take these proceedings into its own hand, reinstate them, and after enquiring further and at length into such essential matters and considerations as have been left unproved, includ-

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RESALE PRICES NEED FURTHER INVESTIGATION

Discussing the judgment of the Board of Commerce on the wholesalers' combine investigation case, A. C. Pyke, secretary of the Wholesale Grocers of Ontario, stated that when the judgment was read by the board the wholesalers were somewhat disappointed that a more clear-cut decision was not given. On reflecting upon the matter, however, and after reading over the judgment carefully members of the association agree that the judgment as given was the proper one in view of the evidence submitted. They feel that the question of the ethics of the resale price on the part of manufacturers should be gone into more deeply by the board before any definite decision is given. They appreciated the fact that if a decision had to be given based on the actual evidence submitted, it would have been favorable to them.

Hamilton Retailers Are Exonerated; Wholesalers Also, on Evidence Given, But the Board is Enquiring Further

Board of Commerce Comment Somewhat Sharply on Lack of Evidence Given as to Existence of Combine and as to Effect on the Consumer of Manufacturers Fixing Their Resale Price—Full Text of the Board's Judgment—Investigations to Proceed

Editor's Note.—The following judgment was given by Commissioners W. F. O'Connor and James Murdock at 5.30 Friday evening last, in the City Hall, Toronto, an hour or so after the summing up of the Combine Investigation Case by A. W. Roebuck for the Ontario Attorney-General's Department and Robert McKay, K. C., for the wholesalers.

SOME weeks prior to the service of the complaint herein, Mr. Roebuck, of the Toronto bar, applied at Ottawa to this Board on behalf of the Attorney-General of Ontario, under instructions from that officer, asking that the Board proceed under Part II of the Combines and Fair Prices Act, 1919, against certain unnamed retail grocers of Hamilton, Ontario, certain in part unnamed wholesale grocers of the same place, certain in part unnamed manufacturers variously located in Canada, the Canadian Wholesale Grocers' Assocation, the Ontario Wholesale Grocers' Association, and the members of such Associations, as combinesters. The material exhibited to the Board as against the retail grocers was a newspaper report of alleged sayings and doings at a meeting of the retail grocers of Hamilton. The material exhibited as against the wholesale grocers of Hamilton and as against the wholesale grocers' associations were, in substance, part of the exhibits put in in this investigation plus the reports of one Wilkinson, an employee of the Attorney-General of Ontario, as to statements and admissions of others. It is proper to mention just here that although considerable of the material appearing in the reports of Wilkinson would have been relevant and admissible in evidence, this man, upon whose reports and as the result of whose investigations these proceedings were instituted, was not called as a witness. The materials exhibited as against the manufacturers consisted of letters and such forms of agreements, all or substantially all of which have been put in evidence in these proceedings.

Knew Report Was False

The application to the Board for the issue of a complaint under the Combines and Fair Prices Act was heard in private. The hearing consumed the greater part of an office day. In the result, Mr. Roebuck was informed that the Board would not of its own motion institute proceedings. It gave reasons:

1. As to the charge against the retailers the Board said that it had noted the newspaper report on which the charge was based, had made enquiries and was convinced that the report was false.

2. As to the charges against the wholesalers the Board considered that the evidence submitted seemed mainly to relate to private sordid squabbles of various vendors of merchandise over ways and means of their own enrichment, in which matters the general public was not concerned nor was the Board, because in no event could the general public secure, nor was it intended to secure, an advantage. The Board was somewhat impressed by a report of the investigator Wilkinson as to the actions and sayings of a proposed witness who was in treaty with Wilkinson as an informer, while at the same time he was applying for membership in the Ontario Wholesale Grocers' Association. This person (per Wilkinson) was very desirous that none of his complaints against the wholesale grocers should be taken so seriously as to be acted upon until he should discover whether or not he would be admitted into the ranks of the body whose iniquities, if he were not permitted to share in them, he would virtuously condemn. Later, by the way, he was admitted into the ranks and in consequence so completely reversed his attitude that, on the request of Mr. Roebuck, his name was, during the course of the investigation, added to the complaint as an accused instead of an accuser. Those who, voluntarily or involuntarily, remained outside the ranks remained accusers.

Resale Agreements Already Under Board's Eye

3. As to the charges against the manufacturers (which involved wholesalers and possibly some retailers as well) the Board pointed out that it had already instituted of its own motion, was carrying on and proposed to conclude as speedily as possible, a Dominion wide enquiry into the existence, scope, effects and legality of price-fixing agreements, including an inquiry into the costs, prices and profits of and upon commodities being sold under the fixed resale price plan of merchandsing, which latter mentioned matters, in the judgment of the Board, constituted prime and necessary elements in consideration of the interest of the public. In the Board's opinion, the proposed enquiry at the instance of the Ontario Attorney-General, as compared with the Board's proposed enquiry, could only be superficial and incomplete. The Attorney-General's representative expressing his principal's wish to proceed in any event, the Board proposed to him two alternatives:

(1) It would grant its consent to the Attorney-General of Ontario to proceed by way of indictment under Section 498 of the Criminal Code, if that consent were desired; or,

(2) It would, upon the complaint of representatives of the Attorney-General undertake an investigation under Part II of The Combines and Fair Prices Act, 1919, upon the Attorney-General's reponsibility, it being the Board's opinion that the evidence produced had merely disclosed an affecting of private as distinguished from public interest and that unless other additional evidence could be produced the proceedings must fail.

If the second alternative were adopted the application was to be considered for conformity, as having been made to Commissioner Murdock, as Commissioner O'Connor, being then acting Chief Commissioner, was ineligible under the Act to grant such an application. His jurisdiction was confined to confirmation of it. The Attorney-General was to supply the names and addresses of those to be accused, and the Board, as by law required, would frame the charge.

Acquittal on Evidence Submitted, But—

Mr. Roebuck, who asked and was given time to consider and discuss with his principal, returned to Toronto and some days later supplied the necessary names and applied for issue of a complaint under the second of the above mentioned alternatives. Commissioner Murdock granted the application and these proceedings, which have consumed eight days in the taking of testimony and one in the hearing of argument, have resulted. They have so entirely failed of their object that if it were obligatory upon the Board to now render a decision upon the materials and testimony put before it that decision could only be for the complete acquittal of all those accused; but, fortunately, the Board is not bound to finally decide upon the fragmentary and insufficient materials which have been set before it. Only such matters as have been properly concluded need be decided.

Hamilton Retailers Completely Exonerated

The charge of a sale price fixing combination against the Hamilton retail gro-

cers stands entirely disapproved and is dismissed. Even the originator of the statement upon which the charge was based has withdrawn that statement. The withdrawal is to his credit, but if upon his error appearing, that withdrawal had been more promptly made and with better grace it would have been much more to his credit. Subsequently to his being called and testifying he came again before the Board, voluntarily took the stand, and disowning malice, completely admitted his error. The Board has no difficulty in acquitting him of malice, but his erroneous reporting doubtless caused serious financial loss as well as loss of public esteem to the dealers to whom the article written and published by him referred.

These retail grocers, however, must not assume that because of the dismissal of the charge laid against them any species of concerted action on their part as to buying or selling prices is necessarily legal. The Board reserves certain intended declarations as to the law of combinations until the conclusion of certain intended additional investigations hereinafter mentioned.

Evidence Too Incomplete

As to the remainder of the charges affecting the wholesalers and manufacturers, the Board expresses its complete dissatisfaction with the case as presented and its resolve not to permit the charges to be dropped in the incomplete condition as to proof in which they have been left. Accordingly in these proceedings and at this stage the Board neither acquits nor condemns any wholesaler, manufacturer or association. Instead it will take these proceedings into its own hands, re-institute them, and, after enquiring further and at length into such essential matters and considerations as have been left unproved, including costs, prices and profits, first enquiring by way of sworn questionnaire and examination of books, records and business premises, and afterwards, if necessary, by way of public hearing, it will be enabled to render a decision of a decidedly more conclusive character than it could now if it undertook to decide matters of such great public importance as are involved upon the mere reading of a dozen or so resale price agreements and upon the recitals of the woes and yearnings of disappointed or rejected applicants for membership in trade associations, or for special concessions as to profits, discounts or rebates, all of such applicants being moved by self-interest and having so far as disclosed, no concern as to the interest of the public. The Board is regretfully compelled to state that, notwithstanding the amount of time consumed, this investigation has been of an extremely superficial character, and that in its judgment apart from the acquittal of the Hamilton retail grocers, and the benefit of the argument of counsel, the time spent thereon has been practically wasted time. Essential facts have been left unproved. Essential witnesses have not been called. It will be the business of the Board to discover and, to the extent necessary, disclose; also to summon other witnesses. The investigation indeed has added little, if anything, to the data and knowledge possessed by the Board before the investigation was begun. The Board being of opinion that further disclosures may justify the making of orders and declarations which the material as yet supplied will not justify, cannot permit the failure of these proceedings to hamper its originally and yet intended more extensive and legally sufficient proceedings.

No Cooperative Store Evidence

Apart from all this, the Board had requested that further evidence be supplied as to co-operative trading systems and their relations with manufacturers and wholesalers. Such evidence was not supplied. It is very desirable that the views of proprietors of departmental stores be had. And, of course, this investigation, so far, has merely touched the fringe of the common price and resale fixed price problem. Finally, the vital matters of costs and prices have been left absolutely untouched.

In the forefront of the Combines and Fair Prices Act is the principle that the species of agreement or arrangement termed a "combine" shall have annexed thereto the quailty of guilt only in case the agreement or arrangement operates to the detriment of or against the interest of the public. This statutory declaration, it may be mentioned, is in line with judicial conception of right. Whereas in these proceedings reliance has been placed upon the mere making or existence of the agreement or arrangement and no satisfactory proof has been submitted as to the fairness of it or as to detriment to or interest of the public, the Board is put into a situation where it must either dismiss the proceedings or undertake to properly conclude them. In a case between party and party dismissal would be the appropriate course but the public right being involved the Board, finding these proceedings left incomplete and essential matters undeveloped, will see that the proceedings are continued to a proper conclusion. There is much to be proved and much to be said before proper determinations can be made.

Regarding Future Hearings

When the Board resumes public hearings let it be considered that they are in charge of and under direction, in all respects of the Board, which will request the Attorney-General of Canada to supply counsel to assist it. Persons charged may appear by counsel without further formality than oral communication to the court when appearing.

It is the policy of the Board that whenever an Attorney-General desires leave to prosecute alleged combine under Section 498 of the Criminal Code, leave will be granted as of course. The reason for the requiring of leave is that applicants may be advised of facts and considerations known to the Board as the result of its continuous enquiry system and its continuous contact with business men and business conditions, to the end that

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Suggests General Organization of Grocers

W. J. Hobson, Hamilton, Maintains Retailers Must Get Together if Farmers and Labor Men Can Buy Direct—Says No Other Decision Was Possible in Regard to Retailers

SPEAKING to CANADIAN GROCER on Monday, W. J. Hobson, of Peebles-Hobson, Ltd., retail grocers, Hamilton, stated that there could not have been any other decision so far as the retailers' organization was concerned in the combine investigation case. Mr. Hobson was chairman of the meeting of retailers in Hamilton which was the cause of the investigation

"If the Government had looked into the situation before they decided to prosecute there would have been no prosecution at all," he said.

"I understand that some of the smaller retailers in Hamilton have been considerably injured by the report that we were meeting to fix prices. Naturally the people look most unfavorably on it, all due to the fact that a reporter got the sense of what we were talking about entirely twisted. It would have been an impossibility for us to fix prices to the consumer in Hamilton as prices in different districts are naturally different from those in other districts. My suggestion at the meeting was directly opposite from what was reported. Some retailers were being offered goods at prices less than others, and my idea was to have a committee to secure each Monday morning the lowest possible prices being offered by any wholesale house to any retailer."

Mr. Hobson thought that the article in last week's CANADIAN GROCER regarding the U. F. O. being connected with the investigation was along the right line. He contends that if consumers' organizations such as the U. F. O. and labor unions, which are considering starting a chain of stores, are able to purchase direct from manufacturers, that it will be necessary for retailers to unite themselves as buying organizations to secure the same consideration.

"I would like to see," he said, "an agitation for the general organization of retail grocers in Ontario. There are a lot of us, and what we do and say must have an important bearing on any Government action, and the sooner we organize in this way the better."

Combine Exists, Says Roebuck; No Combine, Claims McKay in Argument

Summing Up in Now Famous Alleged Combine Investigation Brings Out Interesting Arguments Pro and Con—Charge Against Retailers Withdrawn as Unproved—Clear-Cut Decision Asked by Counsel for Attorney-General

By Staff Correspondent, CANADIAN GROCER

TORONTO, Mar. 31.—Argument of counsel in the Wholesalers' Combine Investigation Case occupied most of Friday last—the final day of the proceedings which lasted a week in Hamilton and practically a week here.

A. W. Roebuck, counsel for the Ontario Attorney-General's Department, contended vigorously that the Wholesale Grocers of Ontario were a close corporation acting in restraint of trade by endeavoring to eliminate freedom in business. He was absolutely opposed to the principle of the fixing of the resale piece by the manufacturer, and maintained that business should be wide open and free with no restrictions of any kind.

Robt. McKay, K.C., counsel for the wholesalers, upheld the right of members of any organization to endeavor to protect their own interests so long as the consumer was not affected, and he contended the wholesalers' organization was being operated in the interests of the general public because it had been clearly shown that it was a link in the cheapest method of distribution from the standpoint of the people as a whole. He maintained that the fixing of a common price by the manufacturer meant that necessarily it must be the lowest price at which the line could be sold, for if not, competition would drive it off the market.

Former Cases Cited

Dealing with the evidence in connection with the alleged combine, Mr. Roebuck referred to the investigation into the wholesalers' affairs in 1910 and before. The grocers were charged at that time with unduly restrictive trading in articles of foodstuffs. In a case in Brantford, 1905, coal dealers were found guilty as a combine in restraint of trade. It was shown that the coal dealers had restricted the sale of coal except to members of the association. Another case was cited in which the master plumbers had similarly endeavored to confine trade to their own members.

He maintained that the A. A. Adams Co., of Hamilton, had been restricted from buying starch in Canada and had to confine their purchases to United States goods.

The evidence of Archibald Jolley given in Hamilton was reviewe. He had found that his business was considerably restricted by his being prevented from selling firms there he believed he had perfect right to sell. Then followed the conversation with H. C. Beckett, in which the latter gave his views on business ethics. That was why A. S. Porter, of Hamilton, telephoned Hon. Mr. Drury, Prime Minister of Ontario. The story told by Jolley to Porter showed, Mr. Roebuck maintained, that the former had discovered in 1918 that Lumsden Bros., of Hamilton, were not on the selling list of the W. K. Kellogg Cereal Co. He could not understand this until he had a conversation with Mr. Lloyd, of MacPherson Glassco Co., who had told him that as he had sold Lumsden Bros., who were outside the "charmed circle," he would not purchase his goods. But when Mr. Lloyd was informed that Lumsden Bros. were not on the direct list, he gave Mr. Jolley an order. This was what started Jolley to think and subsequent events led up to the investigation.

Mr. Lloyd, in his evidence, stated he did not recollect this conversation.

Later a similar case had come up as far as Fearman Bros. were concerned. The Toronto sales manager of the Cereal Company was absent on account of illness, but the man who took his place had written Fearman Bros., acknowledging their order, with no suggestion that there was any scarcity of goods.

Then Mr. Beckett had given Mr. Jolley to understand that if he sold Fearman Bros., he could not sell the other wholesale grocers in Hamilton.

Mr. Roebuck read the letter Mr. Beckett had written The Battle Creek Toasted Corn Flakes Co., of London, Ont., which he claimed was a "clear case of pernicious restriction" when he asked that firm if he were selling F. W. Morley, of Toronto.

Continuing, Mr. Roebuck said "that Frank Fearman had first complained to the Attorney-General's Department and then when he became a member he had a 'change of heart', and in his evidence stated that the association was justified in excluding him from the organization. Among his reasons were that he had been selling too cheaply, that he cut prices, that he had given quantity prices, and that he had accepted commissions from manufacturers for the exclusive handling of their goods. "The glasses he looked through when outside the 'ring' were entirely different from those he looked through as a member. The evidence shows that Fearman Bros. were prevented from purchasing goods before joining by members of the association and that they had to have the endorsation of the 'ring' to become members."

Difficult to Define a Wholesaler

Evidence had been given showing how impossible it was to define a "wholesaler." W. P. Eby stated that while his firm stocked over 2,700 lines they might not always be in position to supply all the goods their customers required.

"Anyone applying for membership into the wholesalers' organization had to sign a sworn declaration that they were not members of any co-operative company, which excluded from membership such firms as the York Trading Co.," stated counsel.

In the minutes of the wholesalers' organization would be found resolutions that prove themselves the existence of a combination to restraint of trade, Mr. Roebuck contended. Mr. Beckett and Mr. Smye presented what was known of as the "Hamilton Proposition," which endorsed the action of manufacturers who fixed their resale price and who declined to sell any wholesalers who did not maintain those prices. There was also the resolution passed on Dec. 2 last in regard to manufacturers who were selling large retailers and those who were not legitimate wholesalers; that the wholesalers would refuse to buy from manufacturers who sold their goods in this way. It was further proposed to arrange a card system, whereby every broker must carry a card of endorsation signed by the local secretary, before members of the organization should purchase from them.

Mr. Roebuck termed this a most pernicious proposition. It was interesting to note, he added, that this card system was never put into effect.

He hoped that the Board of Commerce would issue a warning to the wholesalers, preventing them from following their present methods in the future.

Retailers' Charge Withdrawn

As far as the Hamilton retailers' organization was concerned, the charge against them was a mistake, due to the error of a reporter and he asked the Board to withdraw the charge.

As far as manufacturers were concerned, he called attention to what he termed a monopoly in the starch business, and that the manufacturers had joined together in price agreements. Several manufacturers were shown to be very closely involved with the wholesalers' association in regard to price agreements.

He maintained that men like Harris and Morley were performing a service in the best interests of the trade. "By what right or authority," he asked, "have these wholesalers within the ring consti-

tuted themselves a tribunal as to who or who should not carry on a wholesale grocery business in Ontario?"

The question or not as to whether manufacturers will be able to sell outside the legitimate "wholesale ring" will be decided by the fundamental laws, if left in the open, in spite of the Board of Commerce, or even by the Government of Canada. The York Trading Co., in spite of being called a "sham" wholesaler, would succeed, he claimed, if it were giving a service to the trade and the consumer. There should be no schemes or combinations. The wholesalers should attend to their own business and let every "tub stand on his own bottom."

If the man who swings the hammer on the anvil is asked what he thinks of these combinations, he will say that he prefers to see the man who can sell goods at 2 per cent. instead of 14 per cent. have that right without restriction on the part of any organization.

"There are difficulties in the way of suppressing price-fixing agreements. I am definitely opposed to it. My attitude is as adverse to them as strongly as I can make the statement. It has been said that if price is cut, the price must go up. That is same as saying that if you knock down these walls, they will go up in the air. I cannot see how anyone can argue such a self-evident axiom that if prices are cut they are sure to go down."

Mr. Roebuck cited a recent case before the Supreme Court in the U. S. against A. Schrader & Son who had a fixed re-sale price. The company had lost the case.

In conclusion, he asked the Board of Commerce to give a clear-cut ruling as to whether there is a combination existing to restrict trade and commerce. The Attorney-General's Department expected such a ruling.

No Evidence of a Combine

Robt. McKay, counsel for the wholesalers, regretted the attempt of the Attorney-General's Department during the course of the case to prejudice public opinion and asked the privilege of bringing the matter to the attention of the board. Mr. O'Connor was inclined to let that matter pass and it was not further pressed.

So far as the evidence submitted was concerned, he claimed there had not been shown any existence of a combine in restraint of trade to the detriment of the public, but that there had been shown an organization existing for the betterment of the general public.

In the interest of the economic affairs of the country, the present channel of distribution had been shown to be the proper method. "Are the wholesalers not to be allowed to join together to protect that channel of distribution?" asked Mr. McKay. "There were 13 wholesalers called, 16 manufacturers, 4 retailers and one broker, all of whom had affirmed the channel through wholesaler to retailer was the economically sound one, and was the basis formulated by the judgment of centuries.

"Must the wholesalers be put in the position of children," he asked, "that they cannot unite to protect their own interests?" Mr. McKay drew a distinction between the combine that acts to the advantage of the public and the one that acted adversely. Popular currency had accepted every combination as an illegal one, which was not at all the case. Those engaged in any line of business had the legal right to join together for the advancement of their interests. Interference with the regular channels of business, on the other hand, were illegal because it was usually shown that the consumer was not better off.

Mr. Roebuck had suggested that everybody should be left free to do as he chooses. Mr. Adams, of Hamilton, had described himself not as a wholesaler but as a commission merchant. Mr. Morley seemed to be the same. He made clear, by his evidence, he was not a wholesaler in the true sense of the word, and that he did not intend to look after small accounts or did not want to. He had no warehouse, had no selling organization, no storage of his own, no travellers but himself. On top of that, he had said he didn't want to serve every retailer—only being interested in certain "pet" accounts. He was the "cream-separator" and had carried his business to the highest state of perfection. He wanted to buy as a wholesaler and to sell in large quantities on a brokerage basis.

No Room in the Tub

"No defendant," said Mr. McKay, "wants to stop Morley from doing business. What we say is that if the manufacturer wants to sell through men like him he can't sell through us at the same time. We don't go behind the door to say this—we do it openly. We say to Mr. Morley: 'Stand on your own bottom if you wish but you can't stand on your own bottom and sit in our tub too and pick off the cream of the business.' Morley and others pick off the most profitable business in the big centres where expenses are low, whereas the wholesale grocers at large expense are giving real service in the country districts."

Mr. McKay declared that the wholesalers did not object to such concerns as the York Trading Co., Mr. Morley, the General Wholesalers, Limited (the U. F. O. organization), etc., doing business any way they could, but claimed the right to say to manufacturers that if they sold them direct at the jobbers' discount, they couldn't sell the wholesalers.

Lumsden Bros. did not become members of the association till September, 1919, yet Mr. Lumsden had said he had no trouble buying goods anywhere he pleased except in the case of the E. W. Gillett Co. and that had been because of a lawsuit some years ago over a trade mark. He claimed that the personal squabbles as to when a man became a wholesaler or did not had nothing to do with this question of a combine. He defended Fearman Bros., declaring that, according to the evidence, Mr. Fearman did not approach the Attorney-General's Department. Porter did and Fearman was sent for—all after he had made his application to become a member of the organization. The right of Fearman Bros. to get on lists did not depend on their membership, but on the fact that up to a certain time they were not wholesalers. When they were admitted into the association, manufacturers naturally knew they would then be wholesalers. Nobody had suggested that H. P. Eckardt & Co. should not be on the lists, yet they were not members. The same applied to Medland Bros.

"My learned friend says that a dozen men can't get together to conduct their business in an efficient and proper way, that any kind of a organization for business welfare is a combination and must be restrained. If that is the case he is going to rule out 75 per cent. of this machinery of modern business as well as the machinery of 500 years of civilization. Trade business has always been conducted by guilds and this means of protection has come down to the present generation only more perfected.

"Supposing bricklayers would allow any man to come in, whether a bricklayer or not, and lay bricks at same wages as they are getting, couldn't they protect their interests?"

Mr. McKay said the wholesalers did not want to prevent anyone going into Hamilton for instance who were desirous of selling the retail trade. If all were treated alike, all well and good. But they did claim that if the manufacturer wanted to pick out only 20 retail stores and sell them direct at the same price as the wholesaler paid, they asked the right, in fairness to themselves and the other retailers, to use their organization to decline to stock such goods.

FALSE REPORT CAUSES LOSS

One of the Hamilton retail grocers whose name was prominently connected with the charge of price-fixing states to CANADIAN GROCER that since the newspaper report appeared his business has dropped an average of $450 per month as compared with last year. Other retailers whose names were also mentioned make similar statements as to loss in their revenue.

CANADIAN GROCER has frequently in the past called attention to the carelessness in reporting meetings of retailers on the part of daily papers, and to inaccuracies when statements are made regarding business matters. Perhaps this case will be an added lesson which will react to the benefit of all retailers.

Competition in the sale of the necessities of life is so keen in the grocery trade that it is absolutely impossible for the retail grocer to overcharge his customers and get away with it for any length of time.

Present Western Optimism Justified

Actual Business Conditions Excellent With Prospects Even Better, Says Former Westerner on Return

"THE West is, I know, the place for optimism, but I never saw a more optimistic people than they are now, an attitude which is fully justified," said Harold Seddon, Canadian representative of Lea and Perrins, to CANADIAN GROCER on his return from the West to Montreal after an absence of several weeks.

Mr. Seddon journeyed right through to the coast, and as he was formerly located there for some years with headquarters at Vancouver, thus knowing Western conditions and the Western spirit, he can speak with knowledge of a field which is naturally familiar to him.

"Vancouver is very prosperous," he continued. "This is due, largely, to the high prices which are being obtained for lumber, for which there is a great demand all through the West, particularly in the Western States. Much of this lumber is going to the States, and is bringing high prices. With the payment made in the United States funds, and with prices higher there for lumber than they are in Canada, the lumbermen are making plenty of money, for there is a keen demand for supplies, and this will continue. Besides, the Canadian West is needing and buying much lumber.

"Then, in addition to this great natural resource, there is much activity in ship-building; fishing returns are good, and considerable activity is manifest in mining.

Need Oriental Trade

"But the great development for British Columbia will come with the opening up of Oriental trade. That is what they most need now, and there is a big field in the Orient for products produced at the Coast. In time, of course, if rates are made favorable, much can be shipped to the Canadian Prairie Provinces. A population of around 450,000 in British Columbia, with a large percentage of this centered in the two cities of Vancouver and Victoria, means that there will require to be other outlets for the goods produced, and the Oriental market is the most likely one."

In speaking of Vancouver, Mr. Seddon stated that the speculative element was now absent; property is being valued on the basis of a good rental return, and the purely speculative element is not at all in evidence. The realty conditions are very sound.

Inland Centres Active

Calgary, Mr. Seddon stated, is in good shape, and there is evidence there of sound business conditions. Always possessed of much confidence, the business men are finding present conditions satisfactory.

Of Edmonton he spoke of the highest terms. Business there is thriving and the development of the Great North will bring increased activity. The outlook is particularly encouraging for a busy season, with the prospect of extensive oil developments affording a new source of wealth. With extensive investments made by wealthy oil companies, and with actual operations already undertaken by them, Mr. Seddon believes that there will be a development, in due course of time, which will mean much to the far northern city. Business places have already filled up at Edmonton, and many new wholesale houses are projected, or already under course of construction.

Saskatoon, Prince Albert, Regina and other prairie cities have been finding business conditions much improved, while Winnipeg, as for many years past, is in excellent shape. The conditions there are particularly thriving. Generally-speaking, Winnipeg, in Mr. Seddon's opinion, could absorb even more goods than she can obtain.

Saskatchewan R.M.A. Meets in June

Probable Dates Are June 8, 9 and 10, at Moose Jaw—Trade Sections Will Meet First and General Meeting Will be Held Last Day—Resolutions Wanted Early

SASKATOON.—Plans are under way for the annual convention of the Saskatchewan branch of the association, which this year is to be held in Moose Jaw in the month of June instead of May as formerly, says "The Western Retailer." The merchants of the Southern city are now getting things into shape for this event, and F. E. Raymond, Provincial Secretary, has recently been in consultation with S. D. McMicken, the president of the Saskatchewan branch, and the Moose Jaw merchants, with a view to making the 1920 convention one of the most successful that has yet been held in the province. It goes without saying that the Moose Jaw merchants will spare no effort to make the convention successful in the highest degree, from the point of view of both business and pleasure. It has been tentatively arranged for the convention to be held Tuesday, Wednesday and Thursday, June 8, 9 and 10.

The convention this year will be run on altogether different lines than formerly as regards the business portion. It was found that by having a general meeting representative of every section of trade on each day of the convention that much time was lost in the discussion of questions that were of interest to only one particular branch of retail merchandising. In order, therefore, to save the time of delegates it has been decided this year to devote the first day or two, according to the necessities of the case, to trade sections, so that each branch of business may discuss its own particular problems. The last day of the convention will then be devoted to a general meeting, at which questions affecting the common interests of merchants can be discussed, in which all delegates to the convention will have equal interest. By this means it is possible that a more comprehensive programme can be adopted and every delegate at each trade sectional meeting will realize that the branch of trade in which he is particularly interested is receiving adequate attention, and that he is equally interested with the other man in the discussion of any particular subject that may be brought forward.

Proposed Resolutions Wanted Early

In order that the programme may be made as comprehensive and useful as possible to every branch of business, the various "locals" and district branches of the association and individual members of the association should get busy and forward to the provincial office at Saskatoon as early as possible any resolutions bearing on any subject they wish brought before the trade sections or the convention generally.

With regard to the trade sectional meetings it is intended to make them as comprehensive in regard to the subjects they cover as though they were conventions in themselves called for the purpose of benefiting specially the merchants engaged in the particular lines of business covered by these trade sections. The secretary, therefore, invites correspondence and suggestions from members of the various trade sections of the association as to the form these meetings shall take, the subjects to be discussed, and whether they would like arrangements made for the engagement of speakers who can deal with any special aspect of the different trade sections.

Members of the Retail Merchants' Association throughout Saskatchewan are also requested to send in suggestions with regard to the arrangements for the convention and the various trade sectional meetings that are to be held, so as to make the proceedings both interesting and profitable to every individual delegate who will be in attendance. These suggestions should be sent in immediately as the provincial office is taking the preliminary steps towards the formulation of the programme.

The Benefit of Store Layout and Equipment

The Arrangement of the Store is a Real Factor in Making Sales—Up-to-Date Fixtures Reduce Labor Costs

Written by T. L. ARNETT

MODERN writers tell us that labor and capital produce all wealth. I think it was Bernard Shaw who wrote that both capital and labor were powerless unless the man of ability condescended to use them. Wealth comes not from without, but from within. The man of supreme ability is the one who has supernal ideals, who recognizes and uses those underlying principles without which human effort is futile, its results ephemeral.

The man who enters business does so to make money, to create wealth. Let him not put his trust in money, men, land, building equipment methods and devices. These are but incidental. The real factor in business is the big idea behind the venture and the ability to control an organization based on and using principles which will attain and maintain the ideal.

Keeping these ideas in mind will give perspective in dealing with store layout and equipment. The big idea behind the whole venture must be kept in mind in planning the layout and selecting the equipment.

The Arrangement of the Store Is Profitable

If a customer comes into your store, it should not be necessary for him to have to ask you whether or not you stock the line of merchandise which he wishes to buy. If a customer leaves your store with money in his pockets, and walks into another store and completes his purchases, or sends to the mail order house for the balance of his requirements, it is not a very sporty proposition to blame the other fellow.

Your business should not be developed at the expense of merchants in neighboring towns or other efficient merchants in your own town. What is gained by you trying to take the other fellow's business, and the other fellow trying to take your business. It is but a case of "Might being Right," and differs very little from the early days of the race; when our forefathers were accustomed to gather their men servants together, cross over the hills at night, visit their neighbors and bring back as many cattle and wives as they wanted, or were able to. When we have formulated our code of business ethics of the future, all business will be transacted on a service basis, which will strive to render the greatest service to the community, not merely through churches and schools, but through the proper feeding, clothing and housing of our customers, by supplying them with the comforts, conveniences and luxuries best suited to them. In other words we should increase our business by intensive merchandising; this calls for mixing our feelings, our imagination and even our brains with our merchandising.

The arrangement of the merchandise in the store is called the layout of the store. It determines the placing of your shelving, counters, showcases and other equipment. There are certain definite laws, certain underlying principles which must be observed in the layout of a store. Men and guns and munitions do not make a victorious army, neither does a building and equipment, and merchandise make a successful store. Philosophers speak of the "Inherent Rationality of the Subject." In the language of folks like ourselves this simply means that any subject you wish to study is governed by laws which are determined by the nature of the subject under consideration. In laying out a store we must discover the principles to be observed in order that the store layout may contribute its share to the attainment, and maintenance of the big idea behind the venture.

The Expense Need Not Be Great

The amount of money to be expended on fixtures has been determined after a mature examination of hundreds of stores, big and small. The conclusion has been reached that the fixtures should approximate in value 10 per cent. of the yearly turnover. By writing off 10 per cent. on their value each year—there will be a maximum charge against your turnover of 1 per cent. At the end of ten years your book value of fixtures will be about 1-3 of the original value, and your carrying charges proportionately reduced.

The purpose of store equipment is three-fold:

1. Care of stock. Under normal conditions no stock is worth 100c on the dollar, but a well-kept, well-assorted stock is worth from 10 to 25 per cent. more than a stock poorly kept, and poorly assorted. The first care in designing fixtures should be to have a place for every item of the stock. This assists in giving a definite knowledge of the stock, and tends to keep the stock well assorted. Fixtures should be constructed so as to be as nearly as possible dust proof, and vermin proof.

2. The second purpose of fixtures is to reduce labor costs, by a proper arrangement of stock and display, but the quantity of labor required per thousand dollars of turnover can be reduced.

3. The third purpose of store equipment is to increase sales. Proper store equipment will increase your sales by helping you render a bigger service to your community. If you can feed your community with the right kind of food, dress them in the right kind of clothes, furnish their homes in good taste, you will soon forget your competition. You will have none.

Proper store equipment will help you to do these things. It will add to the prestige of your store, it will enable you to keep your goods in perfect condition; proper equipment will so display your stock that you will have satisfied customers, and your bank account will show that you have made $2.00 gain where there was only $1.00 before.

Let me again remind you that the source of all things is within us; that goods, equipment, buildings and land cannot take the place of the supernal ideal that lies behind, before and all about your business venture. Remember that these material things are but the tools of the trade, to be used in helping you to attain and maintain your ideal. You are the biggest problem which you have to contend with in your business. Make the man right and the business will take care of itself.

EVIDENCE TOO INCOMPLETE

Continued from page 29

ing costs, prices and profits, first enquiring by way of sworn questionnaires, and examination of books, records and business summaries, and afterwards, if necessary, by way of court hearings, it will be enabled to render a decision of a decidedly more conclusive character than it could now if it undertook to decide matters of such great public importance as are involved upon the mere reading of a dozen or so resale price agreements, and upon the recital of the woes, and yearnings of disappointed or rejected applicants for membership in trade associations, or for special concessions as to profits, discounts, or rebates, all of such applicants being moved by self-interest and having disclosed no concern as to the interest of the public."

Waiting With Patience

In a nutshell, the judgment means that the evidence was too incomplete to make any final decision or conclusive declarations; that further information is being collected by the Board, and until an exhaustive study of all phases of distribution and effect of price agreements has been made, the trade and public will have to be content to get along as before. In the meantime, the distributors affected wait patiently for the promised declarations.

GROCERS ARE EXONERATED

Continued from page 31

merely factious prosecutions and prosecutions foredoomed to failure may be avoided. If, now, and notwithstanding this decision and the Board's former offer of such leave the Attorney-General of Ontario desires leave to prosecute all or any of these charged in these proceedings he may have that leave.

There will be no order as to costs.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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PURE FOOD LAW TO BE AMENDED

THE Dominion Board of the Retail Merchants' Association will endeavor to have the Pure Food Law so amended as to throw the onus of proving the purity of certain commodities for which a Government standard is set on the manufacturer instead of placing the onus on the retailer, as at present.

It certainly is unfair that the retailer should be the goat and stand all the publicity and a fine when a sample of a commodity is taken from a merchant's shelves, and when analyzed, found to be misrepresented. It is all very well for the manufacturer to say he will pay the fine, but what about the loss of reputation and business that is incurred when the local newspaper comes out with a headline: "So-and-so, the grocer, fined for selling impure foods?" This is where the injustice of this section of the Adulteration Act comes in. There is no doubt that the Adulteration Act has been a benefit to the grocer, it has enabled him to do a certain amount of uplift work, to make a better business, to be able to frankly state to his customers that such an article is pure or that it is adulterated or artificial, as the case may be. Many merchants, when purchasing goods, make a special effort to find out all about the article, whether it is pure or otherwise. This, the merchant is able to do in the case of bulk goods, but when foodstuff is put up in packages and bottles, with a fictitious label pasted on it, which is misleading to the public, then the manufacturer, or whoever puts up the package, should be held liable.

This is the principal point brought out in the paper, which the R.M.A. has prepared to take before the Government now sitting at Ottawa, to compel manufacturers to state correctly on the label the real contents of the packages, and if the article is adulterated, to say so in type sufficiently large that it can be easily read at first glance.

PRICE FIXING NOT POPULAR

IT IS stated on good authority that the Board of Commerce has never been in accord with fixing the prices of various commodities, such as sugar, wheat, bacon, etc. What they have done has been done, according to report, through pressure on the part of the Government, which, for political purposes especially, was very anxious to do something that would appear to be in the interests of the consumer. It is well known that Henry B. Thomson, formerly chairman of the Food Board, was opposed to the principle of fixing prices. His contention was, that once price fixing was begun there was no end to it, and it involved too many difficulties in the carrying out of it to be of any value to the people as a whole.

There is, undoubtedly, important work for the Board of Commerce to do, just as there is for the Railway Commission. It is doubtful if the fixing of prices in one or two lines is going to be of any real value to the consumer. Where the products are Canadian grown or raised, it is inclined to affect adversely production, which is the all-important thing if prices eventually are to decline.

THE DAYLIGHT SAVING

TORONTO may soon decide that for this coming summer, daylight saving time will again be adopted. Whether this will be cause for controversy among the trades and professions remains to be seen. However, there is one aggregation of merchants—the grocers — who will surely feel elated over the passing of the Daylight Saving By-law. At the first meeting, in February, of the Retail Grocers' Association the members were unanimously in favor of it: in fact, a resolution was passed to request the City Council to prolong the period from the first of March to the first of December.

CANNED tomatoes, given in one-ounce quantities, are ideal food for month-old babies, says Dr. Hess, of New York City. Another selling point for the retail grocer to push the sale of canned tomatoes.

$75.00 to $1,100 in One Year

Fine Record: Good Management: Now Go Slow!

By HENRY JOHNSON, JR.

HERE is the story of another triumph over the no-capital handicap. It is the kind of tale in which I delight. The line is fresh and salt meats, vegetables and fruit.

January 23, 1920.

Dear Sir,—I am sending some figures for you to work on as I notice every week the like of what I send. I want to know what per cent. I made. Expenses for the store include all expenses—paper, twine, labor, telephone, stamps, writing paper, deliveries, etc. I started this business last April 19, with $75. Publish it if you like, but send me a copy of what you write by mail so I can see it.

Yours very truly,

Statement of Business
From April 19 to December 31, 1919.

Meats and provisions handled, at cost		$12,950.72
Cash Sales		16,074.01
Accounts Outstanding	$ 831.14	
Stock on Hand	618.50	
Fixtures, paid up	609.15	
Two cows, valued at	80.00	
Hides on Hand	69.44	
Four sheep, paid up	43.00	
		$ 2,251.23
Invoices payable	341.51	
Due Bank	419.71	
Due private party	313.25	
		1,074.47
Net Assets		$ 1,176.76
Expenses for store		$1,662.55

Statement Incomplete

This statement is not complete. It shows no cash on hand, yet he must have some I should think. It also shows only cash sales, yet there are outstanding accounts amounting to $831.14. So there are two or three holes for discrepancies. For example, the cash sales were $16,074.01 against purchases stated at $12,950.72. The difference is $3,123.29. Yet the expenses, $1,662.55 plus present net assets, $1,176.76, total only $2,839.31. There is an apparent deficit of $283.98.

Again, there is no indication that this man has paid himself a salary. Probably he has not. But undoubtedly he has lived out of the store. If no allowance were made for his own salary, then the earnings of $1,101.76 would not equal fair wages for himself as a workman. If he has lived out of the business, then only a moderate sum must still, theoretically, be charged up for his wages account. I put it that way because, in such circumstances, it is only theory.

This because a business in such an early stage of its development is not subject to rules and restrictions such as it will properly be subject to later on. When a man starts with $75 capital, the one thing he aims for is success. Certainly, to get through on any plan and have upwards of $1,100 to show at the end of only eight and a half months must be called success to date, and we do not adversely criticize success. It is its own justification so long as it is honest, however it may be achieved. A man is justified thereby for cutting corners, disregarding nice business practices, taking or leaving a salary, and all the rest of it.

An Investment in the Future

The building up of a business from the ground in this way is an investment in the future. A man is right who lives on the smallest income, scratches through by the barest living margin, leaving all surplus, whatever it may be called and however acquired, in the business for future growth and development.

But now that we have got so far it is correct that we inquire, what of the future? and lay our lines to see that we be not disappointed therein. Loose practices must not be indulged in so freely the second as the first year. From now on this man must plan definitely just how much salary he will draw; draw it regularly; live within it, paying for his household supplies just like any other customer. Then when another year-end has come he will have some facts and figures which will properly be subject to close scrutiny, and should withstand any examination.

Actual Percentage of Earnings Doubtful

Because of the incompleteness of the figures it is difficult to determine the net earnings. Roughly they seem to stack up this way: Net possessions now seem to be at least $1,176.76. Deduct the $75 with which the start was made, and the remainder is $1,101.76. Taking $16,074.01 as total sales, such earnings would show about 6.85 per cent. on sales. If, then, we consider the expenses of $1,662.55 as just about equalling 10 per cent., we shall find that gross earnings have been nearly 17 per cent. on sales. If there have been credit sales which are not stated, those will reduce the percentage of expense and net earnings; because, while I am doubtful whether the sales given are total, I have the outstanding $831.44 at face value as a tangible asset.

Cautions for the Future

Besides taking thought of salary allowance for the future, other things must now have attention. Hence my suggestions.

It seems doubtful that any business like this can be run on a 17 per cent. gross spread. I do not say it cannot be done. I say it is doubtful. So great care should be used in fixing prices. Be sure they are wide enough. As business increases you will have to hire help—skilled meat cutters—and when you come to that you may find that your present margins are much too narrow. Better prepare for this in advance. Nothing will tend to growth so much as the giving of extra values, and this may be well so long as you can do all the work yourself, saving waste and making up by overtime for narrow margins. Once sales become bigger than you can handle the problem will be complicated by increased expense, limited hours put in by hired help, waste due to the careless indifference of the hireling.

That is why I caution you now to take careful thought for the future and go slow! You have made a splendid record, but you are nearing certain rocks which hitherto you have not had to sail around. Keep a keen look-out and be exceedingly careful.

Example of Close Figuring

I have another statement which fits in here so aptly that I wish I were at liberty to print it in full, but I am not. I can tell of some striking features in it that may be of value. They seem to me very remarkable, especially as indicating how carefully the management of large organizations figure. They also show how closely those folks must figure to get by. Anybody who thinks the chain store boys have a snap or that there is any luck or special conditions which make their way smooth, have another think coming.

This is a chain of 58 grocery stores. Last year the sales were $1,200,000 in round numbers, an average of just over $20,000 to a store. The inventory takes into account every asset, such as advertising supplies, garage supplies, prepaid insurance, rent, improvements, taxes, as well as fixtures and equipment. The fixtures are depreciated just about 11 per cent.—why 11 per cent. I do not know—and the trucks, etc., 20 per cent.

The final showdown gives net profits on sales of 1 1-10 per cent. That does not look like much, does it? Yet this gives earnings of over 16 per cent. on the capital employed! Moreover, these figures are such as any banker might examine without finding flaws in them. He might go over the stores and stocks and find no weakness. In fact, bankers have done this very thing, and are satisfied! So you can see the enterprise is well managed.

Units Small Individually

It is mighty interesting to note that the stores average $20,000 annual sales. That means that some of them are large and do a big volume of business and that others are little affairs with trifling turnovers. In other words, these are just the average run of stores so far as size is concerned.

The advantage of buying power is not great. Any well-rated dealer, working single-handed, can buy within a trifling percentage of as low on most things and fully as low on the rest. Yet the average well-managed individual store would mostly go broke on any such basis of margin as is earned in this chain.

What is the reason behind this success—built, by the way, within the last few

years from a nucleus of five or six combined stores in the hands of a receiver? The answer is skilful management. That is all there is to it.

It is another example of the well-known truth that a good man cannot be kept down. He cannot keep himself down. He is just bound to overcome obstacles and win success despite anything.

The suggestions I hand my correspondent this week are predicated on the thought that he can do as well if he will be carefully conservative from now onward. I shall be glad to hear from him again.

California Canned Goods to be Higher

Higher Cost of Material and Labor the Reason, State the California Canneries Company

INDICATIONS are that California canned fruits will be on a higher range of values in 1920 than they were in 1919. The reason for this, state the California Canneries Company of San Francisco, is the increase in the cost of materials and labor. Sugar alone is costing fully 70 per cent. more than in 1919.

Canada imports large quantities of California fruits each year, and the following extract from a circular issued by the California Canneries Company will be interesting to the importers and distributors of this line of merchandise:

"Box shooks for cases during 1926 will be fully 60 per cent higher.

"Labor—Minimum as provided by the California Welfare Board will be fully 30 per cent. above the rate figured when 1919 prices were named.

"There is now keen competition in California for fruit crops. Besides the fact that the fruit growers in the different lines are now so thoroughly organized that they can command the situation, and in view of the scarcity of fruit products throughout the world, particularly dried fruit, there can be no doubt that fruit crops for 1920 will not be on any lower basis than in 1919, but with the possibility of some averaging higher. This would be the case if normal conditions prevailed, but with the drouth that we are now having and the indication that this will be an exceptionally and abnormally dry winter certain crops may prove short, and, if so, there is no telling what may happen so far as prices are concerned.

No Relief From Advance.

"Markets—Europe is at present overstocked with apricots, the pack of 1919 having been nearly 100 per cent. heavier than ever known before in the history of California, most of which supply went to Great Britain, and with the low rate of exchange existing, it is possible at present to purchase in Great Britain canned apricots on a lower range of value than they can possibly be delivered during 1920.

"Peaches are not in any over supply in Europe, and pears are in short supply, and with the certainty that all fruits will be higher in 1920 this will enable European buyers to closely clean up carryover stocks at profit. So far as the United States is concerned, the stocks in packers' as well as in dealers' hands are the lightest known in many years; therefore, a very heavy trade can be looked for during 1920 to replenish stocks. This trade will run, of course, most largely to peaches, which is the fruit most desired in the United States, while in Europe, apricots and pears seem to have the preference.

"The one element that will probably figure in the reduction of costs that amounts to anything is the question of ocean freights, and we feel confident that ocean freights will be reduced from 30 per cent. to 40 per cent. below 1919 figures, but this will be a great deal more than counterbalanced by the tremendous increase in cost of sugar, cases, labor and the possibility of an increase in the cost of growing crops of fruit.

"With the railroads returned to private ownership, there will be undoubtedly a considerable increase in rail freights, and this will throw the bulk of the business of California canned fruits to water transportation and will probably build up the seaports on the Pacific and Atlantic as the distributing points toward the territory lying east and west of such seaboard cities.

"We would advise our buyers to only purchase their actual estimated requirements for 1920 and not to speculate in surplus stocks. In doing this we may speak against our own interests, but we advise the buyers just as we feel about it.

"We do not know that prices will be any lower in 1920; at the same time with the uncertain conditions it behooves both the canners and the buyers to go on a legitimate, conservative, safe basis and thus when a reduction does come the loss will not fall heavily on any one."

The Situation in Rices for the Future

The Crops in Europe a Failure—The United States Exporting Large Quantities to Europe—Canada Will Pay Higher Prices

THERE has been no let-up in the strong condition of the rice market and from all sources of information CANADIAN GROCER has learned that the future does not indicate any lower prices for 1920.

The situation in all primary markets show indications of even higher prices prevailing as supplies are becoming more difficult to obtain.

The Eastern situation is very uncertain, with very little stocks coming through, and the outlook for any volume of business from that quarter is very dubious.

Japan has had an embargo on the exports for some time and will permit only small shipments to leave the country to partially meet the demands of her own people in foreign lands. Statistics from India show a decrease of three per cent. in her total productions for the season of 1919-20. The condition in Siam is no better, the embargo is still in force, so that only rice sold under contract before the control came into force is permitted to leave the country. The crop in China is some 100,000,000 pounds short.

The United States has the largest crop of rice ever produced in that country, but a great deal of this crop was damaged by rain; fully 75 per cent. of the samples submitted to importers in Toronto are of poor quality, showing the yellow spots caused by excessive rains.

In previous years the United States imported large quantities of rice from Europe, but in 1919 the situation was reversed and she exported to Europe more than 150,000,000 pounds while her imports were practically nil.

The consumption of rice in Canada is almost at an even amount the year round, and as Canada does not produce rice but has to depend upon foreign countries for her supplies, it is clearly manifested that the outlook does not appear any too promising.

GROCERS RESENT ORDER OF BOARD OF COMMERCE

The grocers of Toronto are resenting the recent order from the Board of Commerce compelling them to send a detailed statement of all purchases, sales, and profits made on each sale, to the department each month. Retail grocers stated to CANADIAN GROCER that it would be impossible to supply such a statement without the engaging of an accountant and a bookkeeper, as in computing the profit of each article the cost of the upkeep of the business would have to be taken into consideration.

The list of commodities is a very lengthy one, comprising practically every article sold in a grocery store.

Once Cut Off Cannot Be Reinstated

The United States Supreme Court Hands Down Another Decision on the Question of Price Maintenance—Dealer, if Once Cut Off, is Now Prevented Forever From Getting Supplies

ANOTHER side of the question of price maintenance on the part of the manufacturers in the United States has come to light in the decision by the United States Supreme Court, in the Schrader case just decided, also in the Beech Nut Packing Co. case (account of which appeared in a previous issue of CANADIAN GROCER and which is of special interest to Canadian readers in view of the investigation now concluded by the Board of Commerce with the manufacturers, wholesale and retail grocers).

While none of these decisions are in conflict in any sense of the word, it is nevertheless apparent that there are hair-line questions involved.

In all of these cases the point involved has been whether a manufacturer can maintain his re-sale prices and refuse to sell a dealer who disregards such terms laid down by the manufacturer. The courts have held that when a manufacturer of his own free will decides upon certain reasonable price terms he can compel the trade to respect his prices or decline to sell even the wholesaler who sells such retailer. In this way the price at which a brand is sold can be legally maintained so long as there is no monopoly.

But, under the Schrader case, there can be no "express or implied" contract on the part of the manufacturer. This brings up the rather interesting phase of a wholesaler or retailer who has been cut off for violating the terms of sale, and who subsequently repents his action and seeks reinstatement in the good graces of the manufacturer. In that instance it would be assumed that the retailer or wholesaler would, in effect, agree to meet the demands of the manufacturer.

Once Cut Off Cannot be Reinstated

In an instance of that kind, it is pointed out, there would be an agreement "express or implied," and consequently would mean a violation of the Sherman anti-trust law. In other words, a literal construction of the law as interpreted in the various decisions of the courts on the question of maintaining prices, the manufacturer would be laying himself amenable to the law if he cut off a dealer and subsequently renewed business relations with him because of an implied agreement between the two that the dealer would thereafter maintain the manufacturers' prices, provided the latter would again sell him.

From another angle this situation would enable the manufacturer to more effectively impress upon the wholesale and retail grocers of the country the necessity of respecting his terms. Realizing that if once cut off the manufacturer would be laying himself liable to a violation of the law, and that the latter would therefore refuse to again open negotiations with such dealer who has refused to meet the price terms for fear of being charged with conspiracy to fix prices which would be in contravention of the law, dealers who make it a policy to disregard standard prices would be in a position of being permanently denied a supply of such merchandise.

Explanation of Difference

In the Schrader case the court held there was a distinction without a difference, insofar as giving the manufacturer the right to maintain prices, even on resale, and yet denying the right to enter an agreement to maintain prices.

A prominent New York attorney, who has figured largely in price maintenance litigation in the past, states his opinion as follows:

"The Supreme Court stands pat on the Schrader case and on the Beech Nut case, and says that neither is inconsistent with the other. But the Supreme Court, in very explicit and ominous language, calls attention to the very narrow line which, if crossed by the manufacturer, will subject him to all the penalties of the Sherman act. That line is the expression of an agreement which the Supreme Court states may be either 'expressed or implied from a course of dealings or other circumstances.'

"To illustrate the extreme narrowness of this line here is a case where a manufacturer, acting in accordance with the Beech Nut decision, cuts off a customer who has failed to maintain prices. Later on the customer asks to be restored to good standing. Obviously his request will not be complied with unless he promises to stop price cutting. This he does and trade relations are resumed. But such action as this necessarily constitutes an agreement. Wherefore it immediately becomes, according to the Schrader case, illegal."

Therefore, the latest dictum of the court on price maintenance is being regarded as a ruling which legalizes the cutting off of a customer, but makes illegal his restoration to good standing by mutual assent.

Which is Most Profitable—Selling Cabbage by the Pound or by the Cabbage?

Merchants Express Their Opinions Upon This Subject

"DO YOU sell cabbages by the pound or by the piece?" queried CANADIAN GROCER of J. M. Stanley, Church Street, Toronto.

Mr Stanley replied: "We always sell it by the pound because some cabbages are soft and others are hard; also some are large and some are small, and by selling by the pound the customer gets just the amount of cabbage that is paid for; then again, the majority of customers want a hard cabbage, and if sold by the piece all the hard ones would be picked out and the soft ones left, and in all probability would eventually find the way to the garbage can. In selling by the pound we invariably work in all the cabbage; a soft cabbage weighs about half that of a hard one of the same size, and the price therefore is also about half; another advantage of selling by the pound is because there are some people who only see the bulk and not the weight."

In answer to the same question put to Arnold Bros., grocers and butchers, who operate three stores in Toronto, J. Seymour, manager of the Bloor Street West store said: "We sell imported cabbage by the pound because usually these are very high in price, and also there is usually a great deal of loose leaves and sometimes a decayed cabbage, which of course all add to the cost, so by weighing we know the exact cost and the price we must sell at to make a profit; local cabbage is usually cheap and very often bought by the dozen; these are then sold at so much each."

CANADIAN GROCER has had inquiries from growers of cabbage on how grocers prefer to sell cabbage, by the pound or by the cabbage. The opinion expressed upon interviewing several Toronto merchants was that the majority of grocers and butchers sold imported cabbage by the pound, and home grown by the "each."

She.—Did your two college mates marry well?

He.—I'm afraid not. One got a girl who can cook and insists on playing the piano; the other got one who knows how to play the piano and insists on cooking.

Mamie.—Things aint like they used to be. 'Member when we used to buy five cents' worth of mixed candy?

Madge.—Uhuh! If you asked for that now they'd give you two pieces and tell you to mix it for yourself.

Disclaims All Intention of Operating Canning Factories

The Rumor That the U.F.O. Co-operative Co. Were Opening Canning Factories is Denied—The Policy of the Company—Operating on a 5 Per Cent. Cost Basis

"WE have no intention, whatever, of starting a canning factory," stated T. B. Loblaw, General Manager of the U. F. O. Co-operative Company, in an interview with CANADIAN GROCER, in answer to a question put to him when the report appeared in the local papers to the effect that the U. F. O. intended to operate a canning factory. "We have been approached on the subject," continued Mr. Loblaw, "but at the present time the project does not look feasible to us and we do not intend to go into the manufacturing business; our policy is to buy all the goods we can at as low a figure as possible, and for that reason we have organized a wholesale warehouse to supply our stores and to incidentally sell other stores who may deem it profitable to buy from us."

The U. F. O. style their wholesale as the General Wholesalers Limited, located in Toronto, with the majority of stock held by the shareholders of the U.F.O. Co-Operative Company.

Mr. Loblaw, in explaining the operation of these stores, stated: "The money is raised by stock subscriptions to the U. F. O. Co-Operative Co. An advisory board, consisting of members in the locality in which the store is operated, is appointed to sell the stock and also to advise in the local management. All the local expenses such as rent, salaries, etc., as well as a portion of the wholesale and head office expenses, are charged against the store. At the end of the term, if it is found that too large a percentage of expenses is charged against the store, this difference is then returned to the members in the form of a rebate, providing that the members can produce their receipts for the amount of goods purchased during the term: if receipts are not produced then no rebate is allowed."

Asked what effect U. F. O. stores will have upon the business of the country merchants, Mr. Loblaw remarked: "We are not out to injure any retail business, but we do intend to sell to the consumer at the lowest possible figure, and furthermore, instead of harming the country merchant we will help to increase the town's business, by assisting the people to get out of the habit of buying from mail order houses."

Mr. Loblaw further stated that the turnover of the U. F. O. Co-Operative Co. in February amounted to $126,000, at a cost of doing business of 5 per cent., and the cost for the month of March would not exceed three and one-half per cent.

WHOLESALE GROCER HEADS MONTREAL CHARTER COMMISSION

Sir Hormisdas Laporte, head of the wholesale grocery firm of Laporte, Martin, Limited, Montreal, has been chosen chairman of the new Charter Commission, recently authorized by the Quebec Legislature.

Sir Hormisdas comes to this new and responsible task with a long and varied experience, having served during the war as a member first and later as chairman of the War Purchasing Commission. His long association with the wholesale business and with the work of the National Railways, has also imparted rich experience, all of which will now enable him to undertake the leadership of the commission with confidence as well as success. Sir Hormisdas was also one of the framers of the existing commission.

It will be the task of this commission to frame a charter for the City of Montreal, under direction and by authority of the Quebec Legislature. The personnel of the commission is as follows:

For the Administrative Commission, Major E. G. M. Cape and Victor Morin; the Board of Trade, Brig.-General Sir John W. Carson and Fred W. Evans; the Chambre de Commerce, Sir Hormisdas Laporte and Alfred Lambert; City Council, Ald. T. O'Connell and Ald. Brodeur; Trades and Labor Council, J. T. Foster and Gustav Francq; Catholic Labor Unions, A. Senecal and Prof. E. Roberge; Proprietors' League, Col. I. P. Rexford and F. B. Mathys; Tenants' League, Antoine Kelly and J. R. L. Ayotte.

R. L. Morgan is building a store at Pleasant Point directly opposite the Government wharf.

THE NEW DEHYDRATING PROCESS

Eggs, meat, vegetables and fruit can be preserved in their original condition without loss of freshness or nutritive values, Dr. K. George Falk, Harriman Research Laboratory, New York, told the American Chemical Society in describing a new process of dehydrating food.

Dr. Falk brought samples of potatoes, cabbage, meat, eggs, fish and other foods and exhibited them to the society. He said they had been dehydrated under the new process four years ago. Once soaked in water and cooked, he asserted, it would be "impossible to tell them from fresh food."

The Falk process is based on vacuum drying. Experiments were made for a number of years under the supervision of Prof. Ralph H. McKee at the industrial chemistry laboratory of Columbia University. The old process of dehydrating in use in this country since 1910 is a sun-drying process that Germany and other European countries have been employing.

One consignment of meat dried under the new process, he declared, has been shipped to Armenia to the Near East Relief Committee. After 1,600 pounds of fresh beef had been dehydrated the remaining weight was but 450 pounds.

When prepared for eating, Dr. Falk said, this beef tasted like fresh meat.—"Chicago Retailer."

The Future for Sugar!

Conditions at Primary Markets—Supplies of Refined Sugar Have Improved

"WHAT is the condition of the sugar market in regards to future prices?" is a question that is put to CANADIAN GROCER almost every day by merchants in all parts of the Dominion.

"There is little that can be said with definiteness relative to future prices," stated a sugar refiner's representative who has recently returned from Cuba in an interview with CANADIAN GROCER. "If we have to pay more for raw sugar, then naturally we will be compelled to advance the price of the refined." Asked about the conditions in Cuba, he remarked: "The labor trouble, although somewhat in better condition, is still unsettled, with the result that there is a great congestion of raw material awaiting movement, both at the sugar factories and at the seaports. At the beginning of the harvesting of the sugar crop it was estimated that the yield would be far in excess of that of other years, but now we have found that this was an error and the crop is not going to be as great as expected. Raw sugar at New York three weeks ago was selling as low as 9 cents per pound, cost and freight, and this week sales have been made as high as 12 cents cost and freight, so you see in so far as the raw sugar market is concerned, conditions are not very promising for lower prices."

"In regards to refined sugar," he continued, "the Dominion is fairly well supplied at the present time, but there are still large export contracts to be filled; contracts that were accepted previous to the Government putting on the control, and I cannot very well see how the Government is going to prevent these contracts from being fulfilled."

CANADIAN GROCER has received reports by wire from several cities throughout the West, and also the East, and all state that although the sugar situation has improved, a decided shortage is still serious.

DOMINION BOARD R. M. A. CONVENTION

The annual convention of the Dominion Board R. M. A. will meet this year in Vancouver on July 22 and 23. Geo. S. Houghan is the secretary of the B. C. board, which is making plans already for the reception of the delegates.

New Brunswick's Sardine Industry

The Only Sardine Plant in Canada is Situated in New Brunswick—The Value of Sardines Packed in 1918 Was $1,456,275

IN THE Bay of Fundy, the province of New Brunswick has the only sardine field in Canada, but it is one of great wealth and greater possibilities. The sardine industry has never been properly or systematically exploited, and there is awaiting here a source of great revenue when the business is taken properly in hand and developed along modern commercial lines. Countless schools of sardines filled the Bay of Fundy last summer and fall without advantage being taken of this bounty. Fishermen were not in a position to cope with the great opportunity, market facilities were undeveloped, nor would the canneries have been able to adequately handle the remarkable catch that would have been possible.

The Value of the Sardine Industry

The total value of New Brunswick's sardine fishery in 1917 was $1,910,705; in 1918, $1,456,275; for the first six months of 1919, $36,210, and from January to September, 1919, $199,019. In 1918 the canners in Maine and New Brunswick put up a big pack, paying the fishermen as high as $20 per hogshead. On the signing of the armistice, however, various Governments cancelled large orders of the canned product for supply to the troops, and the packers were left with a great amount on their hands. It was largely on this account that operations were somewhat apathetic in the 1919 season.

There are three sardine canneries in the Province of New Brunswick, though most of the big factories of Maine obtain the sardines they pack from Canadian waters. The late Sir William Van Horne financed the erecting of a big modern cannery at Chamcook some years ago, since taken over by an American concern. There is another cannery at Black's Harbor which has been operating for years with considerable success and sell their product in England, France, and other European countries, South Africa, New Zealand and Australia. Another factory was added during the war at St. John.

Possibilities for Future Business

Little enterprise has been shown in developing the sardine fishing or packing industry in the province, and great possibilities are awaiting a systematic handling of this resource. A few fishmongers have been in the habit of salting a few dozen barrels of sardines and shipping them to New York. But the fish so handled cannot possibly reach the market in an attractive condition, and their purchase and consumption has been limited to the poorer classes and foreign-born population. The sardine is a very delicate fish, and after being packed in a barrel and roughly handled is necessarily bruised and contused. In France, where the sardine industry has assumed important proportions, the best packers will not take sardines caught in seines because of the reduction in value from rough handling. Practically all the sardines for the high grade markets put up by the French are caught in small drift nets. In Germany, Norway and Finland sardines are put up in a mixture of salt, sugar and spice. A small tin box is used which holds, with the spiced mixture, about a score of the little fish, so that there is no chance of their being bruised. The Germans put them up in a spiced pickle.

These methods of utilizing the immense supplies of sardines in the Bay of Fundy have never received attention, though they suggest themselves so readily. The sardine resource, which might be one of enormous revenue, is lost to other markets by out-of-date systems of fishing and packing. Intelligent development of the industry by the introduction of an extension of market facilities and education in fishing and packing, would put the New Brunswick industry, of which it has a monopoly, on a par with other fishing activities, and add greatly to the importance of this maritime province.

Thirty Years After 'Twas Paid

The Story of a Merchant Who Receives Payment for Goods Sold Thirty Years Ago

THERE is an old saying that "Everything comes to him who waits," but this adage does not often apply to the grocer while awaiting some delinquent customer to settle a long overdue account. In fact most grocers state that they are still waiting and will probably wait a long time yet, and possibly a long time into the hereafter, before some people will pay up.

There is one merchant who is firmly convinced that this old epigram has a certain amount of merit as witnessed by CANADIAN GROCER upon paying a friendly visit to the store of T. W. Squire, corner of Church and Dundas Streets, Toronto.

A gentleman wearing the garb of a clergyman came into the store and enquired of Mr. Squire if he was in business thirty years ago and being informed in the affirmative, the clergyman then asked if Mr. Squire had an account against Mrs. ——, that was incurred thirty years ago.

In reply Mr. Squire stated that "possibly there is such an account, but if so it is up in the attic along with many others, amounting to several hundred dollars, all nicely sealed up with cobwebs."

The clergyman then said "Mrs. — — is getting to be a very old lady, and she requested me to pay you nine dollars that she owed you for groceries purchased some thirty years ago, and she has felt for sometime that she would not like to leave this world owing you this money."

The clergyman then handed over the money and bowed himself out, leaving behind an atmosphere of good cheer and pleasant thoughts for the old lady who did not forget.

Molasses a Scarce Commodity

Fancy Barbadoes Molasses May Reach $1.50 Per Gallon Wholesale—Montreal Bare of Supplies

MONTREAL (Special).—The present supply of fancy molasses is a limited one, according to large factors in the trade. There is every likelihood that very stiff prices will prevail, and some are looking for a price of not less than $1.50 per gallon, wholesale, in the near future.

CANADIAN GROCER has, for some time, pointed out how prices would firm, and that they would very probably increase. In one of these special articles it was stated that the market might go as high as $1.50.

A large Montreal jobber observed that the market at Barbadoes was ruling at $1 per gallon. He tried to buy. Nothing doing. He offered an advance of 5 cents per gallon, but still no acceptance. A third offer of $1.10 was made, but no molasses was forthcoming.

Widely Distributed

There has been, as already outlined in CANADIAN GROCER, a wide distribution of molasses to the Canadian trade. Some have bought freely, and many thousands of puncheons went into regular trade channels. Those who bought ample to cover their requirements will doubtless be protected on supplies enough to last for some months; others have little encouragement, it is said, in getting stocks just now. The tendencies are very strong.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Robert Richey Rankine, St. John, N.B., was in Toronto and Montreal this week on his way home from California. Mr. Rankine will resume his former business as a manufacturers' agent on his return to St. John.

QUEBEC

H. H. Delorme, secretary of Laporte, Martin, Limitee, Montreal, is spending a few weeks at Atlantic City.

F. C. Robbins, manufacturers' agent and commission agent of Yarmouth, N. S., is on a business visit to Montreal.

Joseph Ethier, vice-president and general manager of Laporte, Martin, Limitee, Montreal, is at present in California, where he is spending a three months' vacation.

A. E. Cawthorne, representative of the D. Hatton Company, Montreal, is back from his Spring trip in Northern Ontario, and the Ottawa Valley, and reports that trade is exceptionally good all round.

J. A. LaPoint's grocery store, at 68a La Salle Road, Verdun, was considerably damaged by smoke and water as the result of a fire that broke out at the store the other night.

C. Fairall Fisher, managing director of J. W. Windsor, Limited, Montreal, returned on the Mauretania last week from a business trip to England and the continent which included France, Belgium, Germany and the Scandinavian countries. He reports that while business is very good in England, it is still very unsettled on the continent and likely to remain so owing to the very serious exchange situation, especially in France. As far as Holland and the Scandinavian countries are concerned, there is no doubt but what the present rate of exchange on Germany is having a serious effect on these countries.

ONTARIO

Frank O'Brien, of Stratford, has opened a general store at Staffa, Ont.

C. E. White, grocer, Welland, Ont., has sold his business to the U. F. O.

The U. F. O. Co-operative Co. have purchased the store of Dan Cappa, St. Marys, Ont.

H. Bierling, Exeter, has sold his general store business to J. C. McKinley, of Varna.

John G. Barr, McDonald's Corners, Ont., has sold his business to Robert and John A. Ferguson.

M. J. Cauthers, Stayner, Ont., has removed to his new store in the Stewart block.

Mrs. Mary Spencer, 88 Ottawa Street, Hamilton, has sold her business and premises to Vewman and Chick.

W. R. Macdonald, of Roncesvalles Ave., has bought out the business of Wm. Forster on the same street and moves to his new premises April 1.

Reid and Pickering, general merchants, Horning's Mills, Ont., have dissolved partnership, the business being taken over by Mr. Pickering.

R. H. Jamieson has purchased the grocery business of Hamilton Bros., Port Credit, Ont. This is one of Port Credit's oldest grocery business, Hamilton Bros. being in this same location for over 40 years.

JOE LAPORTE RECEIVES PROMOTION

Joe Laporte, director of Laporte, Martin Ltee., has been appointed general sales manager for his company.

Mr. Laporte has been associated with the firm of Laporte, Martine, Ltee., for the past twelve years. He entered the employ of the firm when a young man and has seen service in all departments of the business, both in the warehouse and in the business office. In addition to this he has travelled in the City of Montreal as well as in outside country points, and thus brings to his new duties a varied experience which should be of great value to him in his new work.

Mr. Laporte will have supervision of all sales, both mail and otherwise.

CHOCOLATE MANUFACTURE CHANGES NAME

The capital stock of the Walter M. Lowney Co., Ltd., Montreal, is increased from $1,000,000 to $2,000,000, and the name of the company is changed to The Canadian Cocoa and Chocolate Company, Limited.

The Walter M. Lowney Company, of Canada, Limited, Montreal, is also incorporated as a private company with a capital stock of $2,000,000.

MAJOR JAMES P. LE GALLAIS APPOINTED TORONTO MANAGER OF LANTIC SUGAR

Major James P. Le Gallais has been appointed manager of the Toronto office of the Atlantic Sugar Refineries, Limited.

Major Le Gallais has been with the Atlantic Sugar Refineries since 1914. He went overseas with the 185th Battalion, receiving his discharge one year ago. Since then he has been in Cuba looking after the interests of the Atlantic Sugar Refineries. Major Le Gallais is taking up his new duties this week.

RANDALL AND ROOS TAKEN OVER BY JOHN SLOAN & CO.

Important Wholesale Grocery Business Transaction in Ontario

John Sloan & Co., wholesale grocers, Church Street, Toronto, with several Ontario branches, have taken over the Randall & Roos wholesale business in Kitchener, Ont. The Randall & Roos business was established about forty years ago, and in addition to groceries has developed along the lines of tobaccos and cigars, and has had an extensive wholesale confectionery trade. The business is being taken over by John Sloan & Co., chiefly on account of the ill-health of Mr. Roos, who is 78 years of age.

CANADIAN GROCER understands that the business will be operated as a separate concern, retaining the same staff.

It was just a few weeks ago that John Sloan & Co. opened a branch warehouse in Sarnia, Ont. They have now a total of six branches in the province.

SARNIA TO HAVE EARLY CLOSING

Sarnia.—(Special)— Effective Saturday, April 3rd, the grocers and butchers of this city will be required to close their stores daily at not later than 7 o'clock and on Saturdays not later than 9 o'clock or contribute a fine to the police court coffers not to exceed $50, according to the provisions of the early closing by-law finally passed by the city council.

LONDON GROCERS CLOSE WEDNESDAY AFTERNOONS

Excepting for the month of December all grocery stores in London will close every Wednesday afternoon the year round at 1 o'clock. This was unanimously decided upon at the annual meeting of the retail grocers held in the Tecumseh House last night.

Prior to the new regulation, grocers closed on Wednesday afternoon during the months of June, July and August, but it was felt that a half holiday for only three months of the year was not sufficient.

P. H. Ranahan was elected president for the ensuing year; Charles Farr, first vice-president; Ald. Gordon Drake, second vice-president; H. P. Rosser, treasurer, and F. C. Pierce, secretary. Executive—Messrs. Thomas Shaw, E. Noel, N. A. Young and J. McKenzie.

At the close of the business session, John T. May, the retiring president, was presented with a gold-headed umbrella, and H. P. Rosser, retiring secretary, was given a pair of cuff links.

RED ROSE TEA MOVES ACROSS STREET

T. H. Estabrooks Co., Ltd., (Red Rose tea), moved their Toronto office and warehouse this week to 18 Front Street East, which is across the street from where they have been for several years.

NEW CANDY FACTORY FOR LONDON

London, Ont.—A new candy and ice cream cone factory will shortly be opened in London by John E. Stevenson, Lorne Avenue, and other Londoners associated with him.

Mr. Stevenson, who is interested in the manufacture of cones for ice cream has purchased a large brick stable on Dufferin Avenue, near Adelaide Street, and it is proposed to remodel it for factory purposes. Other parties, it is understood, are interested in the operation in the same premises of a candy factory.

MAPLE PRODUCTS COMMANDING HIGHER PRICES—BUYERS ARE ACTIVE

"Buyers are already paying 25 cents for maple sugar. They are arranging buying stations in the Eastern Townships now, and are guaranteeing this price for the season's crop."

This observation of George R. Small, of Small's, Ltd., Montreal, was made to CANADIAN GROCER in an interview regarding the prospect for maple sugar. It is on sugar that the price is based, the price of syrup being governed by what is obtained for sugar.

"Last year," continued Mr. Small, "the season opened at around 18 to 20 cents, so that a big increase has been made this year. It will mean that syrup will be worth $3 per gallon, or more."

Asked as to the probability of a good run, Mr. Small stated that this was entirely impossible to forecast. It is a matter of weather conditions, requiring frosty nights and bright, thawing days immediately following. There has been some sap weather, but reports indicate that but limited amounts have been gathered.

OPPOSED EARLY CLOSING BY-LAW HAS WINDOWS SHATTERED

Sarnia (Special).—A mild sensation was caused here to-day when A. Lambert, a leader in the opposition to the early closing by-law, reported to the authorities to-day that during the night some person had shattered the plate-glass windows of his grocery store by throwing rocks.

Mr. Lambert, during the discussion of the early-closing by-law in the council chamber, appeared before the city fathers on three occasions and openly announced in a speech to the members that he was against the passing of such a by-law. On Monday night last Lambert appeared during the council session and once more he asked that the by-law be shelved. After considerable discussion the by-law was passed, and Lambert with other grocers who were in attendance left the council chamber.

WESTERN NEWS ITEMS

John Pritty recently opened as a manufacturers' agent and broker in Regina, Sask. Mr. Pritty has been in business in that city for the past eleven years. He also deals in butter, eggs and other produce.

Vivian and Windle, Ltd., wholesale grocers, of Regina, Sask., have purchased a warehouse in Brandon, Man., which they expect to occupy on or about April 15th in order to handle their business in that Province.

A. C. Tennyson, of Alton, Man., has purchased the Stone Block, for many years owned by Wm. White, a general merchant of Alton.

THE BIG R. M. A. CONVENTION AT VANCOUVER, JULY 22 and 23

VANCOUVER (Special).—The Vancouver branch of the Retail Merchants' Association is busy already with the plans for the Dominion convention which is to be held in Vancouver on July 22 and 23. There are such vital matters concerning retail business generally which require concerted action and education that this convention is expected to be big both as regards importance and attendance. The activities of the Board of Commerce and what some retailers consider their lack of understanding of many retail problems have certainly brought before the retailers, as never before, the need for organization and enlightenment. In Vancouver since October, 1919, the membership of the R. M. A. has more than doubled. New branches have been organized and are flourishing at Nelson, Cranbrook, Merritt, Kelowna and Vernon. Speaking of the convention, Secretary Houghan of the provincial office said: "Applications are already coming in for reservations, and, as usual, Saskatoon is the first to get action."

The B. C. provincial convention is being held for convenience on the same week, being scheduled for the 19th and 20th of July.

WINNIPEG GROCERS OBJECT TO RECENT ORDER

Winnipeg.—Concerted action by the grocers of the Dominion is sought by the grocers' section of the Retail Merchants' Association of Manitoba. Complaints are being made that recent orders of the Board of Commerce will involve extra expenses on the part of a vast majority of the men in the grocery business. The orders referred to require statements to be furnished to the board showing the cost and selling price of all articles handled. On this subject a wire is to be sent to the Dominion secretary at Ottawa, asking him to secure from the various provincial associations expressions of opinion on the order. Locally the opinion is that it will tend to increase the cost of operation and add to the already heavy burdens of the cost of living of which every consumer is complaining.

In addition to the Board of Commerce order, the meeting, which was presided over by A. E. White, of the W. H. Stone Company, chairman of the section, received reports from a special committee on several important matters. The results of the conference on collective bargaining were shown to be indefinite. Opposition to a clause in the Workman's Compensation Act, calling for compulsory deliveries, resulted in the removal of the clause.

The report to the law amendments committee that the police commission is co-operating with the association in enforcing the observance of the Lord's Day Act was satisfactory. The appeal on early closing will be heard at the end of the present trial of the labor leaders charged with sedition. The association undertaking to co-operate with the Temperance Act enforcement officials, certain amendments opposed by the association were dropped by the law amendments committee of the Legislature. The association's views on the bill creating a tax commission were favorably received by the Legislature.

MASON & HICKEY INAUGURATE NOVEL PLAN

Winnipeg.—Mason & Hickey, for many years wholesale grocery brokers of Winnipeg, have inaugurated a new plan of sharing the earnings of the business with their employees. The idea adopted by this firm is novel in that the principals, L. P. Mason and H. J. Hickey, have limited themselves to a fixed amount of the net earnings. Over this amount, no matter how large, the earnings will be divided amongst the entire staff in the ratio of salary received. The earnings of the firm thus become a matter of personal interest to every one on the payroll, from the highest paid right through to the caretaker.

This is a far-seeing and liberal policy and there can be little doubt that the generosity of the principals will be reflected in increased efficiency and ability throughout the entire organization. There can be few employees who would not respond to a movement which will so directly benefit them.

Modern business is tending rapidly to the point that the good-will of the employee is an important factor in the success of an institution, which will mean undoubtedly better working conditions and better results for all interested.

New Goods

A candy confection put up by the Victory Creamy Toffee Co., Toronto, to retail at 5 cents per package. Maclure & Langley, Toronto, are the selling agents for Canada.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

MANY grocery commodities have advanced to higher levels while others have manifested a decidedly strong undertone. The produce and provision markets for the most part have developed an easier feeling and declines have been registered on some lines.

MONTREAL—In summarizing the markets this week a somewhat easier undertone is manifest on many lines, although no definite changes have been effected. Current quotations show but little change over those ruling last week. Sugar is in considerably better supply, but the future condition of the market is a matter of conjecture. While in some quarters the opinion is expressed that higher levels will shortly be reached, others are more apt to think that lower quotations may be looked for. For the time being, however, sugar is very firm. Beans are easier as a result of speculation that did not pan out as was intended, and although prevailing prices show no change over those of last week, the tendency is towards lower quotations in the future. Cereals are steady and prices are unchanged. Teas continue very strong and the trade reports a great scarcity of high grade varieties. Shelled nuts are comparatively quiet and no new developments have appeared in the local markets. Spices are firm. Molasses has again advanced in a very strong market. As it is understood that supplies are pretty well used up in this market, no lower prices are looked for in trade circles. The local rice market is a very firm one and decreased prices are not anticipated. Package goods show no material change, although jobbers report an early advance for cornflakes. Dried fruits stand firm in most lines, but small prunes, such as 90's and 100's, are inclined to ease somewhat. Canned goods are very strong and quite active and advanced prices appear probable in the near future. The hay and grain market is very quiet with a somewhat easier undertone. Flour is steady and no appreciable improvement has been shown in the matter of feeds. Fruits stand steady under a fairly active demand. Potatoes have again advanced, owing to the bad condition of the roads considerably hampering transportation. Cabbage has advanced to $5.00 per barrel and Florida lettuce is selling at the high price of $8.00 per 4 dozen crate. Coffee and cocoa are very firm, but no local changes have been effected. Clam chowder, clam bouillon, "Craft" wrapping paper, camphor, onion sauce and Worcester sauce have all reached higher levels.

TORONTO—There is a generally firm undertone to all grocery lines, with advances registered on several commodities. The situation for sugar does not look any too promising. Raw sugar has advanced about three cents per pound in the last week. Supplies of granulated have greatly improved, due to the Government control on exports. Refiners state that in regard to future prices it all depends on the cost of raw. If this costs more, then refined will also be higher. Molasses is standing firm under recent advances. Fancy Barbadoes is scarce even at the high figure of $1.50 per gallon. McKay's cream of barley has advanced to $6.25 per case. The special deal on Waxtite cornflakes is now off and prices go back to the regular. The condition of the tea market shows no improvement. Java teas, which were selling at a low figure, are now quoted in the primary market on an equal basis with Indias and Ceylons. Spot stocks of lower grades are cleaned up and the quotations on finer grades are considerably higher. Coffee remains strong under an active demand. All indications point to very high prices for new maple syrup. None has as yet appeared, but quotations are out in some quarters. Spices remain unchanged. There is every indication that rices will remain at high levels for this year. Supplies are more difficult to obtain, due to the short crops in the East. Shelled walnuts and almonds are firm and higher prices expected. Shelled filberts continue weak and prices are 3 to 5 cents per pound lower. Lemons are quoted lower. The potato market is firm and supplies are light. Advances have been made on biscuits, canned pineapple, jams, marmalade, chocolate, cocoa, prepared icings, Epsom salts, glass washboards, pickles, Castile soap and quick puddings.

The produce and provision market for the most part shows an easier tendency. Live hogs are quoted lower, also eggs. Butter is firm. Lard, shortening and margarine are ruling steady.

WINNIPEG—All Winnipeg markets are firm. Sugar is strong and advances are expected. Cereals are firm under an active demand. Teas are showing strong tendencies for higher prices. Canned fruits are practically cleaned up and what stock remains is being quoted at higher prices.

The produce and provision markets hold steady. Hogs are firm, also butter, while eggs are easier.

QUEBEC MARKETS

MONTREAL, April 1—The markets this week are steady and firm, but a somewhat easier undertone is manifest in some quarters, although whether or not this will have any effect on future prices is a matter of supplies and increased production. Sugar is firm for the time being and supplies are now stated to be very good. Fruits show comparatively no change in a market that is growing more active in the way of local demands. Potatoes have jumped again, but dealers express the opinion that it is not a permanent advance as there are plenty of potatoes in the country.

Plenty of Sugar; Some Say Will Advance

Montreal.

SUGAR.—A great improvement has been manifest in the sugar supply. The jobbing trade is able to make delivery promptly to customers and the consumer demand is well maintained. While prices are firm there has been no change since last report and some do not anticipate any early readjustment of the basis. On the other hand some are looking for considerably higher prices than those obtaining to-day, one report stating that 25 cents per pound might be asked for sugar before a great length of time. Refiners are able to supply the trade with scant quantities of sugar, and these are considered ample for the present demand on the trade.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.		16 50
Acadia Sugar Refinery, extra granulated		16 60
Canada Sugar Refinery		16 50
Dominion Sugar Co., Ltd., crystal granu		16 50
St. Lawrence Sugar Refineries		16 50
Icing, barrels	16 70	16 90
Do., 25-lb. boxes	....	17 10
Do., 50-lb. boxes	....	16 90
Do., 50 1-lb boxes	....	18 20
Yellow, No. 1	....	16 10
Do., No. 2 (Golden)	....	16 00
Do., No. 3	....	15 90
Do., No. 4	....	15 70
Powdered, barrels	....	16 60
Do., 50s	....	16 80
Do., 25s	....	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	....	17 10
Do., 50-lb. boxes	....	17 20
Do., 25-lb. boxes	....	17 40
Do., 2-lb. package	....	18 50
Paris lumps, barrels	....	17 10
Do., 100 lbs.	....	....
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cartons, 2 lbs.	....	18 50
Do., cartons, 5 lbs.	....	19 00
Crystal diamonds, barrels	....	17 20
Do., 100-lb. boxes	....	17 20
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cases, 20 cartons	....	18 25

Molasses Advances 5c. Very Strong Market

Montreal.

MOLASSES.—The molasses situation is a firm one, and jobbers have in some cases advanced prices five cents. The arrival of new Barbadoes molasses is not looked for for several weeks. The present price of $1.40 to $1.45 per gallon is a firm one, although it has been stated to CANADIAN GROCER that the price on import molasses at present is $1.30. It is understood that supplies are pretty well used up in this market, and no low prices are looked for in trade circles.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09
Half barrels	....	0 09¼
Kegs	....	0 09¾
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
2-gal. 25-lb. pails, each	....	2 85
3-gal. 38½-lb. pails, each	....	4 25
5-gal. 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 50
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	4 80

	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons	1 40	1 45
Barrels	1 45	1 48
Half barrels	1 47	1 50
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case	....	8 25
5-lb. tins, 1 doz. in case, case	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Teas Very Firm With Active Selling

Montreal.

TEAS.—Jobbing trade reports a continued scarcity of high grade teas. As a matter of fact CANADIAN GROCER is informed that only inferior grades are held in anything like round quantities. The absorption of better grade teas has brought about what might be styled a bare market, and while arrivals are more or less frequent, the supplies go into almost immediate consumption.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee and Cocoa Remain Very Firm

Montreal.

COFFEE AND COCOA.—The position of both coffee and cocoa is a very firm one, with an undertone suggestive of the reaching of higher levels in spite of the fact that in some quarters the opinion is half-heartedly expressed that peaked prices have been reached. It is largely a matter of supply and demand and the exchange situation. As matters stand to-day, the demands for both coffee and cocoa are exceptionally heavy, and although no definite changes have been effected, or even suggested, lower quotations do not appear probable for some months to come.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49½
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Cereals Are Steady and Without Change

Montreal.

CEREALS.—Rolled oats are selling at the unchanged price of $5.50 to $5.85 for 90s. The movement is seasonable but there is little of new interest. Cornmeal is a fairly active seller. For the week there have been no price revisions.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 50	5 85

Shelled Nuts Quiet; Fair Sales Peanuts

Montreal.

NUTS.—The shelled nut market is a very quiet one at the present time. Steady prices prevail on most lines, and the one line which is quite active are peanuts in the shell. There is a good demand for these at all times, and the present supply is ample to meet trade requirements. There have been no changes of price.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	....	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 33
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 33	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

All Spices Firm But No Advances

Montreal.

SPICES.—The general spice list is a firm one and this position has held for many weeks. There is a fair sale on a seasonable basis, but beyond this there is little of outstanding interest to report.

Allspice	....	0 22
Cassia (pure)	0 33	0 34
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 35	0 50

Cream of tartar (French pure) ..	0 75	0 80
American high test	0 30	0 35
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 60
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.....	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk.....	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal).....	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Much Rice Exported; Held on Firm Basis

Montreal.

RICE.—The export of rice from North America to various countries has been very extensive during the past calendar year, and shows a very marked advance over the comparative period of 1918. This is due to the short supplies in various European countries, and even in countries of production to which immense supplies were reshipped. The local market is a steadily firm one and a decrease in price is not anticipated in jobbing quarters.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 50
Rangoon "CC"	....	14 25
Broken rice, fine	....	14 00
Tapioca, per lb. (seed).....	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Corn Flakes Are Likely to Advance

Montreal.

PACKAGE GOODS.—Jobbing circles report an early advance for corn flakes. The market on these is very firm at the moment, and it may be that higher prices will become effective within a few days. In a general way there is a very good demand for package cereals, flours, and other commodities. The basis for most lines is quite firm.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.....	....	0 73½
Do., 20-lb. cartons, lb.	....	0 34
Corn Flakes, 3 doz. case 3 50 3 65 3 50		4 25
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case...	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 2 doz.	....	3 65
Health bran (20 pkgs.), case...	....	2 60
Scotch Pearl Barley, case.....	....	2 60
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz..	....	1 50
Wheat food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.....	....	2 95
Oatmeal, fine cut, 20 pkgs.....	....	6 75
Porridge wheat, 36s, case.....	....	7 20
Do., 20s, case.....	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 05
Do. (6-lb. pack.), doz.....	....	6 00
Corn starch (prepared)	....	0 12½
Potato flour	....	0 16
Starch (laundry)	....	0 10¾
Flour, Tapioca	0 15	0 16

Small Size Prunes Are Somewhat Easier

Montreal.

DRIED FRUIT.—The market is steadily maintained with Muscatel raisins a scarce commodity. Greek currants are available in ample quantities and the undertone on these is somewhat easier. Larger sizes of prunes are holding firm at full prices, while smaller grades such as 90s, 100s and 120s are inclined to ease somewhat. Recent arrivals of dates from London are stated to be of very good quality.

Apricoats, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches, (fancy)	0 26	0 34
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 24
Ex. fancy	....	0 34
Lemon	....	0 41
Orange	....	0 40
Citron	....	0 61
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 24
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 21
Fancy seeded (bulk)	....	0 23
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 28
Currants, loose	0 19	0 22
Do., Greek (16 oz.).....	....	0 24
Dates, Excelsior (36-10s), pkg..	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)....	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb...	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 45
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)....	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.....	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 74
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 25
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Canned Peas Scarce General Trend Upward

Montreal.

CANNED GOODS.—The market is quite strong and active. Standard peas are firmer in jobbing quarters and full prices are maintained. The tendencies are to higher levels on some varieties as the supply dwindles, even higher prices than those obtaining being looked for on various vegetables as well as on fruits.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Beets, new, sliced, 2-lb.....	....	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s).....	....	1 80
Do., California, 2s.....	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins.....	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s.....	....	3 00
Do., Sweet Wrinkle.....	....	2 00
Do., fancy, 20 oz.....	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case.....	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins.....	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.....	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.....	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 10
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.....	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup).....	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.....	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup.....	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	....	2 25

CANNED FISH, MEATS, ETC.

Salmon—		
Sockeye, 48, 1s, doz.....	....	4 75
Do., 96, ½s, doz.....	....	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., ½ lb.	....	2 00
Cohoes, 1-lb. tall	....	3 65
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 60
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 20
Do., ½s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.....	....	2 25
Alaska, red, 1-lb. tall.....	4 25	4 50
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s.....	....	1 35
Do., kipp., Canadian, 48, 1s....	....	1 50
Do., plain, case of 4 doz.....	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.....	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case.....	6 25	6 75
Whale Steak, 1-lb. flat	....	2 00
Pilchards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of		
Oysters (canned), 5 oz., doz.....	....	2 60
100 (¼s)	24 00	25 00
Do., 10 oz., doz.....	....	4 20
Lobsters, ¼-lb., doz.....	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster pastes, ½-lb. tins.....	....	2 40
Sardines (Amer. Norweg'n style)	....	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	8 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western....	....	2 85
Scotch Snack, No. 2, doz.....	....	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.).....	....	6 75
Crab meat (Japanese), doz.....	....	6 50
Clams (river), 1 lb., doz.....	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 85
Meats, English potted, doz.	....	2 00

More Beans Moving Some Quoting $5.00

Montreal.

BEANS AND PEAS.—A manifest improvement is reported on the part of jobbers for beans. These have held firmly in price for some weeks past, but the demand was not heavy owing to the high prices which were held out for by Ontario producers. The finest Canadian hand picked white beans are to be had for $5 per bushel, and Kotenashi at $4.75 per bushel. Lima beans at 18 cents per pound.

BEANS—		
Canadian, hand-picked, bush..	5 75	6 00
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Steady Demand For Holiday Fruits

Montreal.

FRUITS. — There is practically no change to the market this week in regard to prices, although an advance has been effected on cocoanuts. New quotations are given at $2 per dozen. Trade in all fruits is considerably picking up. The approach of Easter is inciting buyers to prepare themselves for the extra trade that is expected during and after the holiday season. Prices are steady.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein	....	....
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	....	11 00
Do., gal.	....	0 60
Grape, Emperor, kegs	....	13 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Pomegranates (boxes of about 80), box	....	....
Oranges, Cal., Valencias	9 00	9 50
Cal. Navels	....	9 00
Florida, case	....	6 00
Cocoanuts	....	2 00

Potatoes Take Another Jump

Montreal.

VEGETABLES.—As a result of the continued bad condition of the roads which hampers transportation very considerably, stocks of potatoes in the local markets are getting low again. The result is higher prices. Quotations are now given at from $4.25 to $4.50 per 90 lb. bag. Cabbage has advanced to $5 per barrel and Florida lettuce is now offering at the advanced price of $8 per 4 doz. crate. American radishes are selling at the very high figure of $1.50 per dozen.

Beans, new string (imported) hamper	....	7 00
Beets, new bag (Montreal)	....	3 00
Cucumbers (hothouse), doz.	....	3 00
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	5 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 20
Lettuce (Boston), head crate	....	3 00
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 50
Do., red, 75 lbs.	8 50	9 00
Do., crate	....	3 00
Do., Spanish, case	....	8 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	4 25	4 50
Do., New Brunswick	....	4 00
Do., sweet, hamper	3 50	3 75
Radishes, American, doz	....	1 50
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00
Do., Montreal	1 50	1 75
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida celery (4-doz. crate)	....	8 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	3 50
Parsley (American)	....	1 50

Advanced Prices For Clam Chowder

Montreal.

CLAM CHOWDER, ETC.—Advances have been effected during the week on Burnham's clam chowder. New quotations are given as follows: 1-lb. tins have advanced 25 cents and are selling at $2.10 per dozen, and the 3-lb. size is quoted at $4.90 per doz. Burnham's clam bouillon has also advanced and is selling at $4.40 per doz. for the 7-oz. size, and $7.50 for the 14-oz.

Hay and Grain Market Quiet

Montreal.

HAY AND GRAIN.—The market for hay and grain is a very quiet one, and though no definite price changes have been effected during the past week the undertone is somewhat easier in the face of the recent decline in the American markets. Trade is not very brisk at the present time and no great activity is expected before the roads are materially improved.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 18½
No. 3 C.W.	....	1 14½
Extra feed	....	1 14½
No. 1 feed	....	1 13½
No. 2 feed	....	1 11½
Tough 3 C.W.	....	1 12½
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60

Prices are at elevator.

Several Advances On General Lines

Montreal.

MISCELLANEOUS. — Several advances are noted on general grocery lines this week. Kraft wrapping paper in rolls has advanced ¼ cent per pound and is selling at 12½ cents per pound. Sharp advances are noticed in camphor. The 1-oz. tablets are advanced 75 cents to $6.75 per pound. Nusco onion sauce is quoted at the advanced price of $2.35 per dozen, and "Perfection" Worcestershire sauce is now selling at $1.50 per dozen ½ pint bottles

Flour Prices Stand Steady

Montreal.

FLOUR.—No material changes have been effected in this market. Prices are maintained under fairly active demands and the position of the market is firm and steady.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	13 25
Per bbl., in (2) cotton bags, 98 lbs.	....	13 45
Small lots, per bbl. (2) jute bags, 98 lbs.	....	13 65
Winter wheat flour (bbl.) Jute bags	....	....

No Material Change To Feed Situation

Montreal.

FEEDS.—Supplies of available feeds are unimproved and the result is that local trade is considerably hampered. The demand is far in excess of available supplies, and as no indication of improvement has appeared the situation grows more and more serious.

FEEDS—		
Bran, mixed cars	....	45 00
Shorts, mixed cars	....	52 00
Crushed oats	68 00	73 00
Barley chop	80 00	82 00
Special Middlings	....	....
Feed Flour, 98 lbs.	....	3 80
Gluten Feed—		
F.o.b. Cardinal	....	66 00
F.o.b. Fort William	....	64 00

ONTARIO MARKETS

TORONTO, April 1—The sugar market is very firm. Supplies have greatly improved. Molasses is standing firm under recent advances. The condition of the tea markets shows no improvement. The market remains very unsettled. Coffees are strong under an active demand. Biscuits, jams, Epsom salts, chocolate and Castile soap have advanced, Rices continue scarce, owing to the shortage of crops in the East. Millfeeds are scarce. The potato market is firm with supplies light.

Sugar Market is Very Strong

Toronto.

SUGAR.—The raw sugar market is very strong, advances having taken place in the last week. On some shipments this advance amounted to 3 cents per pound. At the present time refined sugar is very plentiful but refiners state that if the Government permits export orders to be filled, then sugar will be very scarce as some refineries have sufficient export contracts to take up practically all their available supply for the next four months. The market for re-

fined sugar is very firm and prices can be expected to advance in view of the higher cost of raws.

St. Lawrence, extra granulated, cwt.....	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated..	16 71
Dom. Sugar Refinery, extra granulated..	15 50
Canada Sugar Refinery, granulated.....	16 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50 2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c ;No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Steady; Molasses Firm

Toronto.

CORN SYRUPS. — The market for corn syrup stands steady at unchanged prices. Business is reported brisk for this line.

MOLASSES.—New prices are named for fancy Barbadoes molasses this week. No. 2 tins are quoted at $7.75 per case of 2 dozen and No. 3 tins at $10.75 per case of 2 dozen. In barrels quoted at $1.50 per gallon. Baking grade molasses is quoted at $4.20 per case of 2 dozen for the No. 2 tins and $5.50 per case for No. 3 tins.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 50
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb...	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs.....	....	6 50
West India, No. 5, kegs.....		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	1 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cream of Barley is $6.25 Per Case

Toronto.

PACKAGE GOODS.—Package cereals are standing firm and prices on some lines, rolled oats and wheat especially have a tendency for higher prices. McKay Cream of Barley has advanced, now quoted at $6.25 per case. The special deal on Waxtite Corn Flakes is now off. The price now quoted is $4.15 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case....		6 50
Do., 20s, square, case.....		6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case.....		6 80
Cooker Package Peas, 36s, case..		4 20
Cornstarch, No. 1, lb. cartons...		0 12½
Do., No. 2, lb. cartons		0 11
Laundry starch		0 10¾
Laundry starch, in 1-lb. cartons.		0 12¾
Do., in 6-lb. tin canisters.....		0 14½
Do., in 6-lb. wood boxes.....		0 14¼
Potato Flour, in 1-lb. pkgs.....		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s		3 65
Farina, 24s		2 90
Barley, 24s		2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s ...		3 70
Buckwheat flour, 24s		3 70
Two-minute Oat Food, 24s.....		3 75
Puffed wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case.....		3 65
Do., pearl, case		3 65
Scotch Pearl Barley, case		2 60

Spot Stocks of Tea Becoming Depleted

Toronto.

TEA.—The condition of the tea markets shows no improvement. Java teas, which were previously selling at a low figure, are now being quoted at an equal basis with Indias and Ceylons. Spot stocks of lower grade teas are practically cleared up and higher prices will be paid for new shipments to arrive. Tea merchants have advanced their special blends one to three cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Firm; Active Demand

Toronto.

COFFEE.—No recent developments are manifested in the coffee market. The market is strong under an active demand. No actual price changes have been effected but importers state that higher levels will likely be reached in view of the strong condition of the primary markets.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.....	....	..
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

All Biscuits Have Advanced

Toronto.

BISCUITS. — All lines of fancy and soda biscuits have advanced 2 to 3 cents per pound. The reason for this, manufacturers state, is the higher cost of sugar and all raw materials that go into the making of biscuits, also labor, cartons and containers are costing more.

Cereals Ruling Firm Under Active Demand

Toronto.

CEREALS.—There is an active demand for cereals and prices are ruling firm. Rolled wheat is quoted at $8 per barrel and corn meal at $6 per bag. Other cereals are selling at quotations listed below:

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	8 50
Barley, pot, 98s	....	7 25
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	...
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.....	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Maple Syrup Quoted High

Toronto.

MAPLE SYRUP. — All indications point to very high prices for new maple syrup. None has yet appeared. Quotations are out in some quarters and are booking orders at the following prices:

MAPLE SYRUP—		
2½-lb. tins, 24 to case.....	....	17 35
5-lb. tins, 12 to case	....	17 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case.....	14 70	19 00
15 gal. keg, per gal.	....	2 90
16 oz. bottles, 24 to case.....	....	8 85
Pure Maple Sugar, 1-lb. blocks, 50s	....	0 35

Shortage of Rice in Eastern Countries

Toronto.

RICE.—There is every indication that rices will remain at high levels for this year. Crops in the Eastern countries are barely enough to meet home consumption.

Exporting of rice in India and Japan is still under Government control and practically no rice is allowed to leave the country. The situation in the United States is reversed, the States now exporting large quantities to Europe while her imports are practically nil.

Honduras, fancy, per 100 lbs....	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.....	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.....	....	17 00
Do., seconds, per 100 lbs.....	....	15 00
Fancy Patna	....	17 00
White Sago	0 13½	0 14
Do., Pakling	....	14 00
Chinese, XX., per 100 lbs.....	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½

Spices Are in a Strong Market

Toronto.

SPICES. No improvement is shown in the spice market, which remains

strong under active buying in primary markets. Spot stocks are not large and some lines are quite scarce. No changes in quotations have taken place.

Allspice	0 28	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 44
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 63
Do., 64s	....	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

Sliced Pineapple is $6.95 Per Dozen

Toronto.

CANNED GOODS.—There is a steady movement for canned goods. The only important price change is in sliced pineapple. Libby's sliced pineapple is quoted at $6.95 per dozen for the 2½ size.

JAMS. — Wagstaffe's brambleberry jelly in 4 pound tins has advanced to $1.30 per tin and the 15 ounce jars to $4.85 per dozen. Wagstaff's marmalade in 4 pound tins is quoted at $1 per tin and 16 ounce jars at $3.95 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	....	5 00
Do., 4s, each	....	1 30
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	....	5 05
Do., 4s, each	....	1 35
Strawberries, 16 oz., doz.	....	5 25
Do., 4s, each	....	1 35

Chocolate and Cocoa Advance

Toronto.

CHOCOLATE AND COCOA. — Cowan's cocoa has advanced as follows: One pound tins, $6.25 per dozen; ½ lb. tin, $3.25 per dozen; ¼ lb. tin, $1.70 per dozen; small, $1.25 per dozen. Chocolate also as follows: Diamond, ⅛'s and ¼'s, to 38 cents per pound; Perfection, to $1 per dozen; Supreme, ½'s, 47 cents per pound, Maple Buds and Medallions, to 49 cents per pound.

Castile Soap Up; Other Lines Also

Toronto.

MISCELLANEOUS. — La Parfait Castile soap has advanced, being quoted at cases of 20 bars, $5.45; cases of 100 cakes, $4.70. Pure Gold custard and puddings have advanced to $1.45 per dozen. Icings, all flavors, to $1.75 per dozen. Epsom salts has advanced to 6 cents per pound in keg lots. Diamond King glass washboards are up to $7.50 per dozen.

Shelled Filberts Have Declined

Toronto.

NUTS.—Shelled walnuts and almonds are still in a strong market and indications are that the market will continue to be strong and probably higher prices will prevail in the near future. Shelled almonds are quoted as high as 70 cents per pound and walnuts at 80 cents per pound. Shelled filberts continue to weaken, being quoted at 43 to 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 00
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	....	0 65
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Dried Fruits Selling Steadily

Toronto.

DRIED FRUITS. — Business on all dried fruits is very steady and prices are maintained. The demand for cooking figs has picked up, but table figs are in small demand and in some quarters are offered at about half price. Prunes on the American market are quoted lower and some sizes which arrived here last week are also lower.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 00
Dromedary, 9 doz. in case	....	7 75
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	0 21	0 23
Figs—		
Taps-Comarde, lb.	....	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Col., 10 oz., 12s, case	....	2 00
Prunes—	Per lb.	
30-40s, 25s	....	0 31
40-50s, 25s	....	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Sweet Pickles Are Quoted Higher

Toronto.

PICKLES.—Pickles, especially sweet pickles, have reached higher prices. Manufacturers state the reason for this is U. S. exchange on raw material that is purchased over the border, also the higher cost of sugar, labor, glass and other containers are costing more. Bishop and Pringle pickles are now quoted as follows: 10 gal. kegs, sour mixed, $14; sweet mixed and sweet mustard, $20; chow, $16. Sweet mustard and mixed, 10 ounce bottles, $3.75 per dozen. Sour mixed and chow, 10 ounce bottle, $3.25 per dozen; 20 ounce bottles, sweet, $5.60 per dozen; 20 ounce bottles, sour, $4.60 per dozen.

No. 1 Ontario Beans in Scant Supply

Toronto

BEANS.—High grade Ontario beans are not very plentiful, but dealers state that the producers are holding them for high prices which dealers refuse to pay. Good samples of the No. 2 grade, however, are being offered, and also Japanese. The demand is steady.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotenashi, per bus.	4 50	5 00
Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

California Lemons Are $5.00 Per Case

Toronto

FRUIT. — California navel oranges that are now arriving are running mostly to large sizes and prices are lower. California lemons have declined another 50 cents per case, being quoted at $5 per case. A car of late Howe cranberries have arrived and selling at $6 per ½ barrel case.

Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50

Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	4 00	4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	....	....
Grapes, Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00

Southern Vegetables Arriving Freely

Coronto.

VEGETABLES.—Supplies of potatoes are still light and prices are firm at $4.75 per bag. Dealers state that there are plenty of potatoes throughout the country, but the condition of the roads are so bad that loading of cars is almost impossible. Southern vegetables are in active demand. Green peas in the pod quoted at $1.25 for a 6 quart basket. New carrots are $3 per hamper containing about 3 dozen. Boston hot house cucumbers are quoted at $4.50 per dozen. Ontario onions are scarce at 8½ cents per pound.

Carrots, per bag	1 75	2 00
Parsnips, per bag	....	2 75
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	0 08	0 08½
Spanish Onions, large, half cases	....	4 00
Onions, white, large sacks	....	8 50
Celery, Florida, 3 to 4 doz. crates	....	6 50
Cauliflower, Cal., standard case..	5 50	6 00
Potatoes—		
Ont., 90-lb. bags	....	4 75
Quebec, 90-lb. bags	....	4 75
Jersey Sweet, hamper	3 50..	3 75
Turnips, bag	....	1 25
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 35	0 50
Cabbage, Florida, large hamper..	....	4 00
Do., Florida, bbl.	....	6 50
Green Onions, doz. bunches	0 40	0 50
Hothouse Tomatoes, lb.	....	0 45
Green Peppers, doz.	....	1 00
Rhubarb, doz. bunches	1 35	1 50
Parsley, per dozen	1 00	1 25
Florida Tomatoes, case	7 50	8 00

WINNIPEG MARKETS

WINNIPEG, April 1—The grocery market is very firm. Not many lines have shown any increase since our last report. Raw sugar market has advanced and the demand seems to be very keen. Cheese market is easier and slightly lower. Canned fruits are practically cleaned up, while canned vegetables are very firm. Tea market is very firm with tendencies to advance. Spices are higher on account of high rate of exchange.

Sugar Market Has Tendency to Advance

Winnipeg.

SUGAR.—The raw sugar market has advanced in New York. Raw sugar is quoted higher than the highest prices reached in January of this year, and is an advance of $3 per hundredweight over the lowest price. The demand for raw material seems to be keen, and on this level Canadian refined will no doubt advance.

Redpath Granulated	....	17 55
Atlantic Granulated	....	17 55
St. Lawrence Granulated	....	17 55
Acadia Granulated	....	17 70
Yellow Sugar	....	17 20

Syrup Strong; Molasses Firm

Winnipeg.

SYRUPS AND MOLASSES.—There are no changes in syrups this week but indications point very strongly for an advance.

CORN SYRUP		
Half barrels, about 350 lbs., per 100 lbs.	....	9 90
Cases, 2 lb. tins, white, 2 doz. in case	....	6 80
Cases, 10 lb. tins, white, 1 doz. in case	....	7 80
Cases, 10 lb. tins, white, ½ doz. in case	....	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	....	6 95
CANE SYRUP—		
Cases, 2 lb. tins, 2 doz. in case, per case	....	7 30
MOLASSES		
2-lb. tins, 2 doz. case	....	6 45
3-lb. tins, 2 doz. case	....	9 00
5-lb. tins, 1 doz. case	....	7 30
10-lb. tins, ½ doz. case	....	7 25

Package Goods Are Very Firm

Winnipeg.

PACKAGE GOODS.—There is a steady demand for package goods, and prices are very steady.

PACKAGE GOODS

Rolled Oats, 20s, round cartons.	5 35	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 60	4 25
Cooker Package Peas, 48s, case..	....	6 00
Do., 36s, case	....	3 75
Cornstarch No. 1, lb pkts., per lb.	....	0 11
Laundry Starch in 1-lb. cartons, lb.	....	0 11½
Do., in 6-lb. tin canister	....	....
Do., in 6-lb. wood boxes	....	....
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11½	0 13¼
Do., 6-lb. tins, 8 to case, per lb.	....	0 14¾
Celluloid Cold Starch, 1s, 45 in cs.	....	4 95
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case..	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat Case, 3 doz. case..	....	4 25

Higher Prices on Tea Likely

Winnipeg.

TEAS.—The market for teas is very firm, and an advance is looked forward to owing to the increased rate of exchange.

Pekoe Souchongs	0 50	0 54
Pekoes	0 53	0 58
Broken Pekoe	0 59	0 63
Broken Orange Pekoe	0 62	0 66
Japans, bulk tea	0 50	0 57

Canned Fruits Are Scarce

Winnipeg.

CANNED FRUIT.—The market is practically cleaned up on canned fruit. Any holders of stock are asking advance prices over the opening prices. Packers are talking higher prices for 1920 than were paid for 1919 because they say farmers want increased prices for their products, also labor will be at least no less, while cases and cans are very much higher than last year.

CANNED VEGETABLES. — Holders are asking stiffer prices than they were asking a few months ago.

CANNED GOODS

Salmon—		
Sockeye, 1s, 48 in case	....	17 00
Pink, 1s, 48 in case	....	10 65
Pink, ½s, 96 in case	....	12 15
Red, 1s, 48 in case	....	14 15
Red, ½s, 96 in case	....	16 65
Pilchards, 1s, 48 in case	....	7 55
Lobsters, ¼s, flat, 8 doz. case, per doz.	....	4 00
Tomatoes, 2½s, 2 doz. case, per cs.	....	4 50
per doz.	....	7 50
Tomatoes, 2½s, 2doz. case, per cs.	....	4 50
Peas, standard, 2 doz. case, case.	....	4 30
Peas, Early June, 2 doz. case, case	....	4 60
Peas, Sweet Wrinkle, 2s, 2 doz. case, per case	....	3 20
Beans, Golden Wax, 2 doz. case, per case	....	4 35
Asparagus tips, doz.	....	2 75
Canadian Corn, 2s, 2 doz. case..	3 90	5 00
Pumpkins, 2½s, 2 doz. in case..	....	3 00
Spinach, 2s, doz.	....	2 25
Do., 2½s, doz.	....	2 65
Pineapple, sliced, 2s, 2 doz. case	7 50	9 50

CANNED FRUITS

Apples, 2½s, 24 in case, per case	....	4 85
Peaches, 2s, 24 in case, per case	....	7 40
Pears, 2s, 24 in case, per case	....	8 15
Plums, Lombard, 2s, 24 in case..	....	6 05
Cherries, pitted, 2s, 24 in case..	....	9 05
Raspberries, 2s, 24 in case	9 50	9 60
Strawberries, 2s, 24 in case	....	9 60
Jams		
Apricots, 4s, each	....	1 15
Black currants, 4s, each	....	1 20
Gooseberry, 4s, each	....	1 05
Peach, 4s, each	....	1 00
Raspberry, 4s, each	....	1 20
Strawberry, 4s, each	....	1 25
Plum, 4s, each	....	1 00
Cherry, 4s, each	....	1 15

Rices Very Scarce; Tapioca Firm

Winnipeg.

RICE.—As reported, new crop rice will be much higher, while tapioca remains unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 17½
No. 1 Japan, 100-lb. sack, lb.	....	0 17¼
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18⅛
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 13½
Do., in less quantities	....	0 14
Tapioca, pearl, per lb.	0 13	0 13½

Scarcity Is Noted For Beans

Winnipeg.

BEANS.—There is a scarcity of beans and a few lines are still being offered to the trade.

White Beans, hand picked, 100-lb. bag, per bag	....	8 50
Do., fancy picked, 100-lb. bags, per bag	....	7 75
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rolled Oats Very Firm

Winnipeg.

CEREALS.—No advance has been reported on cereals except an active demand, and prices are unchanged

	Bag	Lots.
Barley, pearl, 98s	....	8 00
Barley, pot, 98s	....	6 75
Barley Flour, 98s	....	6 95
Cornmeal, fancy yellow, 98s	....	4 80
Oatmeal, 98s	....	6 00
Rye Flour, 98s	....	5 25
Rolled Oats, 80s	....	4 25
Rolled Wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Peas, Split, 98s, per sack	....	8 00

Coffee Market Is Unchanged

Winnipeg.

COFFEE.—There is very little change in the coffee market; quotations are a little lower owing to the drop in exchange. Good roasting coffee is very scarce and very hard to procure. The past week has seen considerable coffee contracted for by the European countries, while here it is keeping very much the same level, due to the people holding off from buying large quantities.

Spices Are Quoted Higher

Winnipeg.

SPICES.—All grades of spices are higher on account of high rate of exchange.

Allspice, 1 to 5-lb. tins	0 20	0 25
Cassina, 1-lb. tins	....	0 10
Cloves, 1-lb. tins	....	0 90
Ginger, 1-lb. tins	....	0 42
Pastry Spice, 5-lb. tins, lb.	....	0 33½
Peppers, black, 1-lb. tins, lb.	....	0 53
Do., white, 1-lb. tins, lb.	....	0 60

Potatoes Have Advanced

Winnipeg.

VEGETABLES. — Potatoes took a jump of 35 cents a bushel higher this week. All other lines are steady.

Potatoes, bushel	2 75	3 00
Turnips, cwt.	....	3 00
Beets, cwt.	....	4 00
Carrot, cwt.	....	4 00
Cabbage, cwt.	....	8 00
B.C. Onions, cwt.	....	8 00

VANCOUVER MARKETS

VANCOUVER, April 1—Grocery markets are generally firm with indications for higher prices. Good quality teas are selling to the trade between 51 and 68 cents per pound and higher prices are expected in the near future. Canadian canned fruit is about cleaned up and higher prices are quoted on the United States brands. Dried fruits are quoted at lower figures. Jams are becoming scarce. Higher prices are expected on brooms. Chocolate and cocoa are higher. Potatoes are firm.

Higher Prices on Tea Likely

Vancouver.

TEA.—The Vancouver trade are expecting higher prices on teas by the first of the month. A three cent advance is predicted. As one merchant said: "If the Russian buyers get into shape to buy, they will clean up some of the primary markets. If that happens, look out for dollar tea." Good quality teas are wholesaling between 51 and 68 cents.

Olive Oil Again on the Market

Vancouver.

OLIVE OIL.—One popular brand of imported Italian olive oil is on the market again. The price is $6.75 per gallon tin.

Canned Fruit Cleaned Up

Vancouver.

CANNED FRUIT. — The Canadian pack of gallon fruit has been pretty well cleaned up, and buyers are being forced to buy the United States fruit which costs a dollar a dozen more than the Canadian pack. It is expected that long before the new Canadian pack is on the market a distinct shortage of canned fruit will be felt.

Marmalade is selling freely; the price stands pretty generally at $11.75, which is just $1.50 higher than the opening price. The quality of the various offerings is said to be good.

Dried Fruits Have Declined

Vancouver.

DRIED FRUIT.—If there had been no exchange situation one might have figured that California dried fruit would have been cheaper by about 12 per cent., but a curious turn of affairs has made it act otherwise. It would appear that immense stocks of evaporated apples, figs, etc., which were destined for the European market have been thrown back on the packers' hands owing to the adverse exchange rate, and these accumulated stocks have broken the California markets by several points.

On evaporated apples the wholesale price, based on opening prices, would be 33 cents. The price of goods bought now from California is 25 cents. White cooking figs are selling at 16 cents that would be selling, for equal quality, 23 cents on the basis of opening prices.

While large sized prunes are scarce and high, some small sizes are being sold more reasonably. 90-100's, 17 cents; 60-70's, 20 cents.

Scarcity is Noted For Jams

Vancouver.

JAMS. — Many retailers are buying jams very freely, as they have figured out to their own satisfaction that prices are going to be much higher in the Spring. There are no big stocks of jam; many state that there is not an adequate supply to see the demand through till Fall. Those retailers who can spare the capital are protecting themselves in good time.

Sardines Are Now Arriving

Vancouver.

SARDINES. — Norwegian sardines are now in plentiful supply, the price ranging between 17 and 22 dollars.

Fruits Firm Active Demand

Vancouver.

FRUIT.—Good business is noted on all lines of fruit. Lemons are quoted at $8 per case; grapefruit at $4.25, and navel oranges at $9 per case.

Apples—		
Cooking, box	....	1 75
Baldwin, box	....	2 75
Delicious, box	....	4 50
Spitzenberg, box	3 50	3 75
Winesaps, box	3 25	3 75
Winter Bananas, box	....	3 00
Newtons, box	....	3 50
King David, box	....	2 75
Jonathans, box	2 75	3 00
Grapefruit, Florida	....	4 25
Oranges, Navels	....	9 00
Lemons	....	8 00

Onions Are $9.00 per Sack

Vancouver.

VEGETABLES.—The potato market remains firm and quoted at $115 per ton for Ashcrofts and $100 per ton for locals. Onions are scarce at $9 per sack. Business is active for all lines of vegetables.

Potatoes, Ashcroft	....	115 00
Do., Mainland, ton	....	100 00
Do., local	....	100 00
Carrots, per lb.	....	0 03½
Beets, per lb.	....	0 03
Turnips, per lb.	....	0 02½
Cabbage, per lb.	....	0 05
Onions, B.C., sacks	....	9 50
Do., Man., sack	....	....
Valencia Onions, sack	....	9 00
Head lettuce, Cal., case	....	7 25
Do., leaf, per doz.	....	0 70
Tomatoes, Mexican	....	8 50
Celery, per dozen	....	3 00
Cauliflower	....	4 25

Chocolate Up; Cocoa Also

Vancouver.

CHOCOLATE. — All chocolate products have been advanced about three cents per pound. Eating and cooking chocolate and cocoa were all affected.

American Flour is on the Market

Vancouver.

FLOUR.—There have been considerable quantities of American manufactured pastry flour sold in the Vancouver dis-

Continued on page 52

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, April 1.—Business is reported keeping up to standard. Some difficulties are being experienced in transportation, many cars of freight from Upper Canadian points being held along the line delaying shipments. Deliveries of seeds are especially serious. Molasses is quoted at $1.40. Pure lard is easier, being quoted at 30 to 31 cents per pound. Eggs have declined, selling at 60 to 62 cents for new laids. Bananas are also lower by 3 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	14 90
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 35
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	13 60	15 00
Molasses	....	1 40
Standard, granulated	....	16 60
Sugar—		
No. 1, yellow	....	16 10
Cheese, New Brunswick	0 30½	0 31
Cheese, Ont., twins	....	....
Eggs, fresh, doz.	0 60	0 62
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 30	0 30½
American, clear pork	54 00	57 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Eggs, storage	0 55	0 57
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 68
Butter, dairy, per lb.	....	0 63
Butter, tub	0 58	0 60
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, nats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	7 25
Onions, Can., 100-lb. bag	7 50	8 00
Lemons, Cal., case	6 00	6 50
Grapefruit, Cal., case	7 00	7 50
Apples, Western, box	5 00	5 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 1.—B. C. sugar has advanced, now being quoted at $16.92. Eastern sugar arriving more freely and quoted at $18.45 to $18.77. Creamery butter is in scant supply. Dairy butter quoted at 52 to 57 cents per pound. Margarine is quoted one cent higher. Prunes are easier on most sizes. Molasses has advanced. Sliced Hawaiian pineapple quoted at $10.60 per case for 2s, and $13.50 for ½s.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	16 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 12	0 14
Sugar, pure cane, granulated, cwt	....	16 92
Cheese, No. 1, Ont., large	0 30	0 31
Butter, creamery, lb.	....	0 70
Do., dairy, lb.	0 52	0 57
Lard, pure, 3s	18 60	19 20
Eggs, new laid, local, case	13 00	13 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Filiatras Currants, lb.	....	0 26
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	80 00
Lemons	....	7 25
Oranges	8 00	8 50
Grapefruit	....	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, April 1.—Markets here continue to be firm and active; sugar has gone up 1½ cents a pound, selling at $17.04 per cwt. Syrup has advanced 1 cent a pound and creamery butter is also 4 cents a pound higher. Vegetables are holding firm with a good demand. New cucumbers are on the market, but retail 65 cents a piece.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, pure cane, granulated, cwt	....	17 04
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 67
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 45
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	2 00	2 75

VANCOUVER MARKETS

(Continued from page 51)

trict lately. The reason given by one wholesaler is that he can buy United States pastry flour to sell at $13.10 in 98s, and for Canadian he must charge 40 cents more and that the quality does not justify the difference. The flour is of course ground from United States soft wheat in both cases, but just as good an article should be milled in Canada, and the price should be competitive.

Higher Prices on Brooms Likely

Vancouver.

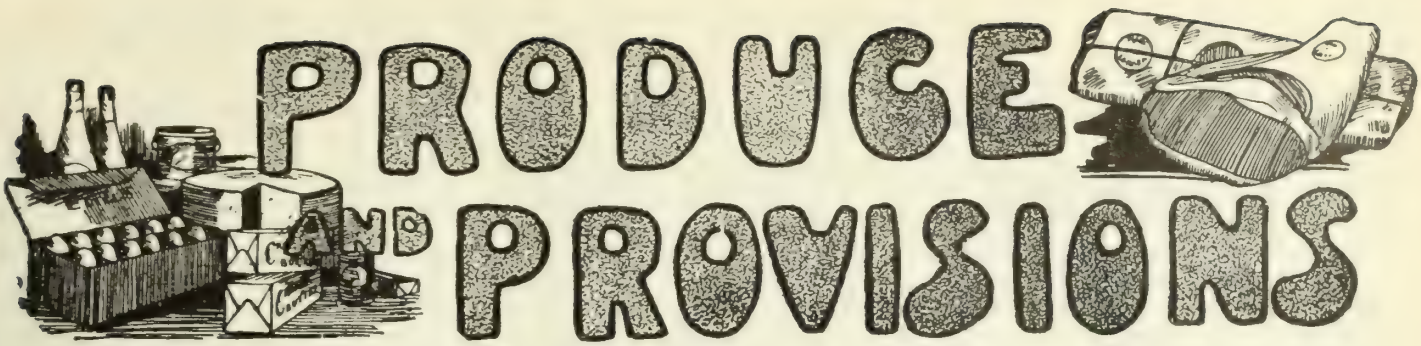
BROOMS. — Brooms will likely be from 50 cents to 75 cents a dozen higher shortly, according to the views of the local broom manufacturers. They have been purchasing their supplies of broom corn recently and they find that they were obliged to pay higher prices than last year. The prices in Vancouver range between $7.50 and $13 per dozen.

HIGHER PRICES ON BISCUITS

A new scale of prices on biscuits became effective Monday, March 29, which means an advance of between two and three cents per pound on plain and fancy biscuits. The higher cost of flour, butter, eggs, lard, milk, fruits and extracts is the reason of this advance given by manufacturers.

A. O. Telfer, of the Telfer Bros. Biscuit Co., Toronto, in an interview with the CANADIAN GROCER, said: "The cost of raw material during the past year has so increased that the manufacturer is now putting his biscuits on the market at almost their actual cost and yet our product is of even better quality than in normal times. The Canadian biscuit manufacturer has to equal the quality of the British manufacturer and still compete with the prices and advertising propaganda of his American competitor."

When asked about the increased cost of labor, Mr. Telfer said: "As I have always contended the new eight hour day has not directly affected the cost of labor. We find that it has increased our efficiency and production, enabling us to give our best attention to quality. The result certainly justifies the shorter hours, and in this case has not been responsible for the increased cost of production. Our forced advance is only an unavoidable result of the ever soaring cost of raw material."



Spring Display of Easter Meats Attracts Great Attention

THE first special display of Easter prize stock meats ever held by Montreal branch of the William Davies Company, Limited, has proved a great success from every standpoint, so successful in fact that it has been decided to make it an annual event. On invitation from the management, CANADIAN GROCER visited the large and up-to-date plant on Saturday and was greatly impressed with the splendid quality of the meats on view.

This display is an altogether new departure. The general public were invited through the press to visit this special display and the management express satisfaction with the response. Open house is being kept for three days, Friday, Saturday and Monday. On the opening day streams of people were passing through until about 10 p.m.

Two large rooms in the beef department are turned into show rooms. All around the walls sides of beef are hung, interspersed with tempting lambs and succulent looking porkers. Spread across the end of one room is a fine specimen of a dressed "baby beef." He is a very fine animal and looks almost too good to eat. What strikes the attention of the visitor is the cleanliness and absence of the smells that people unfamiliar with such things are apt to connect with an abattoir. Another thing that compels notice is the number of labels attached to about 99 per cent. of the displayed meat. Upon investigation it appeared that each and every tag meant a buyer. By Monday it is expected that everything on view will be sold.

Every joint of meat is stamped with the Government stamp, guaranteeing that it has been inspected by an official representative who examines every individual piece of meat before it is allowed to leave the premises. This is a very excellent arrangement which obviates the possibility of purchasing for consumption an article unfit for that purpose.

Upon further investigation, CANADIAN GROCER found the names of many of the Montreal butchers marked down as purchasers.

In the centre of both rooms are booths displaying the products of this company. On one booth lard is shown in every size of pail. The lids are removed from some and the startling whiteness harmonizes well with the blue of the pails, making a pleasing picture. On another stand one finds hams and bacon and on another the various kinds of cooked meats handled and manufactured by the company.

A refreshment booth reflects great credit to the forethought of the company. Here can be had free of charge a hot cup of coffee, sandwiches (individually wrapped in oiled paper) and any of the dainties one wishes. Here are to be seen cooked meats with the "covers off." Head cheese, tongue, etc, etc., are there for the visitor to see and taste. Many ladies have visited the display. These are not regarded as probable purchasers, but it proves conclusively that the public likes to see how the things they will eventually consume are prepared and handled in the big market. Many ladies were present on Saturday morning and if one can properly interpret their "Oh's" and "Ah's," they found the visit very satisfying. Taken altogether, it is a fine thing for an abattoir to open its doors to the consuming public, for it proves beyond a doubt that it is sure enough of its position in the matter of cleanliness and general good quality of its produce to stand prepared to give the most pronounced critic no grounds for censure.

WORTH MANY TIMES THE PRICE

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ERNEST P. HILL.

Truro, N.S., March 15, 1920.

WHITE TUNA FISH BECOMING SCARCE

The standard white meat tuna fish problem is a serious one with California canners who are facing the prospect of having the former leader in demand disappear entirely from the market in the course of a few years, to be succeeded by blue fin and stripped tuna. As it is now, with another season in sight, canners cannot figure with accuracy in advance on the average catch per boat, nor the probable cost of the fish. Wages of fishermen and all overhead expenses are increasing, while there is less desire on the part of the fishermen to catch this variety. Among 600 boats last season, one authority states, less than fifteen made any money above their expenses. This is enough to discourage any industry. Over 60 per cent. of the 600 boats failed to pay actual living expenses of the crews, even though standard white meat sold at $125 a ton. Blue fin sold at $100 a ton and proved a much more profitable venture. Increased costs of operation are in prospect on white meat fish, so that an even smaller catch than last year is expected this season.

The average catch per boat is rapidly decreasing. When the industry was in its infancy, four or five boats would go out and they would not disturb the schools of fish, but now the fleets of 100 or more vessels frighten the fish from the surface and scatter them so that the catch, which is by hook and line, is very materially reduced. Under present conditions no boat gets a noticeable percentage of fish. As no discrimination can be shown in limiting the number of boats no relief is in sight.

Blue fin and stripped tuna are caught with seines and the net pack of these varieties is increasing year by year. It is now necessary on the part of the packers in booking orders to include a certain percentage of these varieties along with white meat. A good catch of white meat fish is two tons, while with the same effort twenty-five tons of blue fin can be secured. This shows the handicap of white meat, as the large catch of course means greatly reduced overhead.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 1—Montreal markets are somewhat steadier this week and no important price changes have been effected. Hogs are weaker with lower tendencies, while beef is considerably firmer, prices for good cattle on the hoof being about 50 per cent. higher. Barrelled meats are practically unchanged, although the tendency is a firmer one. Cooked meats are firm under steady demands and an easier tone is manifest in the cured meat market, although no definite or material price changes have been recorded during the past week. Eggs are again reduced in price and the tendency suggests that with better arrivals of Canadian eggs lower quotations may be expected. Shortening is easier and in some quarters a decline of one cent per pound is noted. The demand for lard at the present time is not very brisk and in consequence an easier feeling is manifest. Local prices are not materially changed, but the situation suggests lower rather than higher quotations in the future. Butter is firm and prices are unchanged.

Hogs Some Weaker Good Beeves Higher

Montreal.

FRESH MEATS.—Hog prices have eased somewhat and the tendencies have been lower. A few arrivals sold early in the week as low as $20, while ruling prices at this writing average from $20.50 to $20.75 for selects, live weight. Select dressed hogs are quoted at $28.50.

The beef market is somewhat firmer, prices for good cattle on the hoof being about 50 cents higher. The demand for Easter beef is an active one, and some fine displays have been made by the various abattoirs. Arrivals have been readily absorbed.

FRESH MEATS

Hogs, live (selects)			20 50	20 75
Hogs, dressed—				
Abattoir killed, 65-90 lbs.				28 50
Fresh Pork—				
Leg of Pork (foot on)				0 31½
Loins (trimmed)				0 35
Loins (untrimmed)				0 32
Bone trimmings			0 18	0 21
Trimmed shoulders				0 25
Untrimmed				0 23
Pork Sausage (pure)				0 23
Farmer Sausages				0 18
Fresh Beef —				
(Cows)			(Steers)	
$0 19	$0 22	..Hind quarters..	$0 24	$0 27
0 12	0 14	..Front quarters..	0 15	0 18
...	0 27	..... Loins	0 40	0 42
...	0 22	..... Ribs		0 30
...	0 12	.... Chucks		0 16
...	0 18	..... Hips		0 23
Calves (as to grade)			0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.				0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.				0 18

Barrelled Meats in Steady Demand

Montreal.

BARRELLED MEATS.—Under steady demands barrelled meats are somewhat stronger this week and advances are recorded on Canadian short cut and clear fat backs. The former is selling at $57 per barrel (30-40 pieces), and the backs are offering at $56.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	50 00

Cooked Meats Are Unchanged

Montreal.

COOKED MEATS.—There is practically no change to report in the market this week as far as prices are concerned. The market is a firm one. Trade is stated to be picking up very considerably. Jellied pressed beef has advanced one cent to 33 cents per pound.

Jellied pork tongues		0 46
Jellied Pressed Beef, lb.		0 3 3
Ham and tongue, lb.		0 30
Veal and tongue		0 23
Hams, cooked		0 47
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (doz.)		0 75
Blood pudding, lb.		0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork		0 26
Bologna, lb.		0 14

Slight Decline to Cured Bacon

Montreal.

CURED MEATS.—The only important change in the market this week is a slight decline on breakfast bacon which is offered at about 45 cents per pound. Hams are comparatively steady, and prevailing prices are firm.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 35
14-20 lbs.	0 35
20-25 lbs.	
25-35 lbs.	0 30
Over 3 5lbs.	0 29
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Mreakfast	0 45
Cottage Rolls	0 34
Picnic Hams	0 28

Canadian Eggs Selling at 58 Cents

Montreal.

EGGS.—Eggs are considerably easier this week and further declines are noted. A few Canadian eggs are arriving upon the market and are quoted at 58 cents per dozen. American eggs are selling at 56 cents and the undertone of the market is indicative of lower quotations in the near future.

EGGS—		
New laid	0 56	0 58

Easier Feeling to Shortening

Montreal.

SHORTENING.—An easier undertone is manifest in the market this week, although no important price changes have been effected. Bricks have declined one cent, being quoted at 30 cents per pound.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 28¾
Pails, 200 lbs., per lb.	0 29
Bricks, 1 lb., per lb.	0 30

Lard Weaker Under Limited Demands

Montreal.

LARD. — Prices in the lard market show slight recessions this week and the situation is considerably easier, due, it is stated, to the falling off in local demands. Bricks are selling at 32 cents, and pails at 30 cents per pound.

LARD—		
Tierces	0 29½	0 30½
Tubs		0 29¾
Pails		0 30
Bricks		0 32

Butter Firm With Prices Unchanged

Montreal.

BUTTER.—The position of good butter is a firm one, but dealers state that the condition of inferior grades is considerably weaker. Prevailing prices show no change over those of last week and the market is not very active at the present time. Prints are selling at from 66 to 67 cents per pound.

BUTTER—		
Creamery, prints, qual. storage		0 66
Creamery, solids, quality storage	0 66	0 67
Dairy, in tubs, choice	0 48	0 55
Dairy, prints		0 50
Bakers'		0 45

Margarine Prices Remain Steady

Montreal.

MARGARINE.—Prices for margarine are maintained in a quiet market and no new developments have arisen since last week. Demands for margarine are very limited and business is comparatively slow.

MARGARINE—		
Prints, according to quality, lb.		0 37
Tubs, according to quality, lb..	0 31	0 35

Cheese Holding Firm at 32 Cents

Montreal.

CHEESE.—Old cheese holds steadily at 32 cents per pound and there is practically no change to be reported in the market this week. Demands for supplies

are coming along in better volume but very little activity is manifest in the market for the time being. Prices are firm:

CHEESE—		
New, large, per lb.	....	0 29½
Twins, per lb.	....	0 30
Triplets, per lb.	....	0 32
Stilton, per lb.	....	0 36
Fancy, old cheese, per lb.	....	0 32

Poultry Sales Are Maintained

Montreal.

POULTRY.—There are no new developments to report in this market. Sales are steadily maintained, and prices are practically unchanged. Roasting chickens (milk fed) are quoted at from 38 to 43 cents per pound, and fowls (largé) are selling at 38 cents, showing an advance of two cents over the prices of last week.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 38
Do., (small)	0 32	0 33

New Brunswick Oysters Selling Readily

Montreal.

FISH. — Small quantities of Spring fished oysters are arriving from New Brunswick and are selling readily at from $15 to $16 per barrel. As this is the last week of Lent there is manifest in the market a steady demand for all kinds of fresh and frozen fish, particularly haddies and fillets. The approach of the Jewish holidays is stimulating trade considerably and a big demand for all kinds of lake fish is reported. Owing to the severe weather on the various fishing grounds, supplies of fresh fish are not very plentiful, but frozen pike, whitefish and dore are proving good substitutes. Prices on all lines of fish are practically unchanged:

OYSTERS		
Cape Cod, per barrel	....	20 00
Batouche, per barrel	....	16 00
Malpeques shell oysters, choice, bbl.	....	16 00
Do., XXX., bbl.	....	15 00
Scallops, gallon	....	4 50
Can. No. 1 (solids)	2 50	2 75
Can. No. 3 (solids)	7 00	7 50
Can No. 4 (solids)	11 00	12 00
Can No. 1 (selects)	....	3 50
Can No. 3 (selects)	6 75	10 50
FRESH FISH		
Haddock	0 07½	0 08
Steak cod	0 11	0 12
Market cod	0 07	0 07½
Mackerel	....	0 18
Flounders	0 10	0 12
Prawns	....	0 40
Live Lobsters	....	0 65
Salmon (B.C.), per lb., Red	....	0 30
Skate	....	0 12
Shrimps	....	0 35
Whitefish	....	0 16
FROZEN FISH		
Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 20	0 21
Haddock	0 06½	0 07
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 11	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 09	0 09½
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	....	18 00
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 28

ONTARIO MARKETS

TORONTO, April 1—Live hogs have declined 50 cents per cwt., making a drop of $1.50 per cwt. in the past two weeks. Spring lambs for the Easter trade are quoted at $18.00 to $22.00 each. The butter market remains firm. Eggs are arriving freely and prices have declined. Lard, shortening and margarine stand firm under a steady demand.

Spring Lamb Is 80 Cents per Pound

Toronto.

FRESH MEAT.—Live hogs have declined another 50 cents this week, making a drop of $1.50 per cwt. in the last two weeks. The price quoted is $18.75 on the fed and watered basis. Spring lamb is quoted at $18 to $22 each which figures out about 70 to 80 cents per pound. There have been good deliveries of fresh meats but business is reported dull at the present time.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars, per cwt.	....	19 00
Led, fed and watered,, per cwt.	....	18 75
Live, f.o.b. per cwt.	....	17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 34
Loins of pork, lb.	....	0 39
Tenderloins, lb.	....	0 57
Spare ribs, lb.	....	0 25
Picnics, lb.	..	0 24½
New York shoulders lb.	....	0 29½
Boston butts, lb.	....	0 33
Montreal shoulders, lb.	....	0 29½
Fresh Beef from Steers and Heifer—		
Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 28
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.	....	....
Yearling lamb	0 30	0 34
Sheep, whole, lb.	0 14	0 20
Above prices subject to daily fluctations of the market.		

Bacon and Ham Firm; Supplies Are Short

Toronto.

PROVISIONS—Supplies of ham and bacon is reported short and prices have advanced one cent per pound Business in this line is shaping up well in view of the Easter trade. Hams are quoted at 37 to 38 cents per pound and breakfast bacon at 42 to 46 cents per pound.

Hams—		
Medium	0 37	0 38
Large, per lb.	0 31	0 32
Heavy	0 28	0 29
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Are 54 Cents per Pound

Toronto.

COOKED MEATS. — No change is noted on cooked meats this week. There is a steady demand.

Boiled hams, lb.	0 52	0 54
Hams, roast, without dressing, lb.	0 53	0 55
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

Butter Market Continues Firm

Toronto.

BUTTER.—The butter market continues firm in tone. Dealers state that in about two weeks storage butter will be practically cleared up. Supplies of fresh-made creamery have improved but barely enough to meet the demand. Storage creamery is selling around 62 cents per pound and fresh creamery at 67 cents per pound.

BUTTER		
Creamery prints	0 62	0 67
Dairy prints, fresh, lb.	....	0 59
Dairy prints, No. 1, lb.	....	0 56

Cheese Market Quoted Dull

Toronto.

CHEESE. — The market for cheese continues dull. No exporting of any amount has taken place and stocks held are very large. Quotations are 28 to 29 cents per pound.

CHEESE—		
Large	0 28	0 29
Stilton	0 33	0 34

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Supplies of Local Eggs Are Arriving

Toronto.

EGGS.—The egg market continues to

weaken. Some American fresh eggs are due to arrive this week but this will be the last shipment from over the border. Supplies of local eggs are arriving more freely.

EGGS—

Fresh	0 56	0 57
Fresh selects in cartons	0 60	0 61

Prices shown are subject to daily fluctuations of the market.

Steady Demand Noted for Shortening

Toronto.

SHORTENING. — The demand for shortening is steady. Prices are unchanged.

SHORTENING—

1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 28½	0 29

Lard Market Is Unchanged

Toronto.

LARD.—The lard market stands at unchanged prices. The demand keeps steady.

Tierces, 400 lbs., lb.	0 30½	0 31

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Margarine Holds Firm

Toronto.

MARGARINE.—The demand for margarine is steady and while no change in price is recorded, the market is firm at prices listed below:

MARGARINE—

1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34
Nut margarine, lb.	0 34	0 35

Chickens Scarce; Prices Higher

Toronto.

POULTRY. — The receipts of fresh chickens continue to be light. Storage poultry are mostly in evidence and are moving out freely.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	$0 35	$0 45
Do., young, lb.	0 55	0 55
Roasters, lb.	0 27	0 30- 0 37
Fowl, over 5 lbs.	0 40	0 40
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 25	0 35
Ducklings	0 40	0 40
Geese	0 25	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

		Dressed
Hens, heavy		0 42
Do., light	0 28	0 40
Chickens, spring	0 28	0 40
Ducklings	0 40	0 45
Geese		0 33
Turkeys	0 50	0 60

Oysters Out; Fish Business Quiet

Toronto.

FISH.—The demand for fish is somewhat slackened. The last shipment of oysters is now in dealers' hands and when these are cleared up, that will be the last of the oysters for this season.

SMOKED FISH

Haddies, lb.	0 13
Fillets, lb.	0 19
Kippers, box	2 40
Bloaters, box	2 25
Ciscoes, lb.	0 20

WINNIPEG MARKETS

WINNIPEG, April 1—The produce and provision markets hold pretty steady. Hogs are firm on account of poor supplies and beef is very steady. Butter is steady, while eggs are much easier. Fish is in active demand and steady. New cheese is easier, but old cheese is very firm.

Hog Market Remains Firm

Winnipeg.

FRESH MEAT.—The hog market this week is very brisk. Selected hogs remain at the same price but heavies are somewhat easier.

HOGS—

Selected, cwt.		21 00
Heavy, cwt.		19 00
Light, cwt.	18 00	19 00

Old Cheese Holding Firm

Winnipeg.

CHEESE.—Cheese market is easier and lower. Old cheese are holding very firm on the market, while new cheese is much easier.

CHEESE—

Ontario, large, per lb.	$0 33
Do., twins, per lb.	0 33¼
Do., triplets, per lb.	0 34¼
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 31½

Fresh Eggs Are More Plentiful

Winnipeg.

EGGS.—Eggs are much easier and lower prices are prevailing. Large quantities are being shipped to this centre and are being offered to the retail trade. New laid eggs are quoted at 50 cents per dozen.

Dairy Butter Scarce; Creamery Firm

Winnipeg.

BUTTER.—Dairy butter is very scarce and very little is being offered to the trade. Creamery butter remains firm with no advances.

BUTTER—

Finest creamery, 1s	0 60	0 75
Do., solids		0 64
Do., choice		0 64
Do., solids		0 63
Dairy, finest No. 1, prints		0 58
Do., solids		
Margarine, 1s		0 38

Fish Remains Very Active

Winnipeg.

FISH.—There is a steady demand for fish, and prices remain unchanged.

FRESH FROZEN FISH

Black Cod, lb.	0 14
Brills, lb.	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Jackfish, dressed	0 10
Pickerel, case lots	0 13
Salmon, Cohoe, full boxes, 300 lbs.	0 20½
Do., Cohoe, broken cases	0 21½
Do., Red Spring, full boxes	0 23½
Do., Red Spring, broken cases	0 24½
Soles	0 09½
Baby Whitefish or Tulibees	0 09½
Whitefish, dressed, case lots	0 12½
Whitefish, dressed, broken cases	0 13½

SMOKED FISH

Bloaters, Eastern National, case	2 60
Do., Western, 20-lb. boxes, box	2 40
Haddies, in 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	0 16
Kippers, East. Nat., 20 count, per count	2 40
Do., Western, 20-lb. boxes, box	2 30
Fillets, 15-lb. boxes, box	0 20

SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-1s, tablets, lb.	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	1 35
Do., Mixed, 9-lb. pails, per pail	1 25
Labrador Herring, 100-lbs. bbls., per bbl.	8 50

VANCOUVER MARKETS

VANCOUVER, April 1—The produce and provision market, generally, is ruling steady with a good demand noted for most lines. The fresh meat market holds at steady prices. Fresh butter is slightly higher. Cheese is unchanged and lard has weakened.

Fresh Meat Ruling Steady

Vancouver.

FRESH MEAT. — No change has developed in the market for fresh meats, The market rules at prices listed below:

Beef steers	0 23
Do., cow	0 21½
Lamb	0 40
Mutton	0 38
Pork	0 38

Fresh Butter is 70 Cents per Pound

Vancouver.

BUTTER. — The butter market has developed a firmness and has advanced one cent per pound. The price is 70 cents per pound.

Cheese Market Remains Weak

Vancouver.

CHEESE.—No changes are noted on the cheese market. The market is dull at unchanged prices.

CHEESE—

British Columbia	0 31½
Ontario, solids	0 33½
Do., twins	0 33¾
Stilton	0 38

Lard Market is Easier

Vancouver.

LARD.—An easier tone has developed in the market for lard. Pure lard is quoted at 31½ cents per pound and compound is 30 cents per pound.

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Win more trade with these Seasonable Lines!

FOR these cool mornings what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

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Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

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will be the invariable request from your customers once you have introduced these peerless sea food products.

The Brunswick Brand trade mark is your guarantee of purity and perfection, Mr. Grocer, and your assurance of a continued, profitable chain of repeat orders.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

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Only the choicest food products of our institution are ever labelled with the ROSE BRAND. To help our purveyors improve their window displays and give an added appeal to their pure food department, large, beautifully colored hangers, show cards, etc., have been prepared and will be sent to them without charge on request.

Dominating, forceful advertising in large dailies, weeklies and magazines throughout the country will create the demand for ROSE BRAND and our service organization will co-operate with our dealers to enlarge their business in pure food products.

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BRANCHES:

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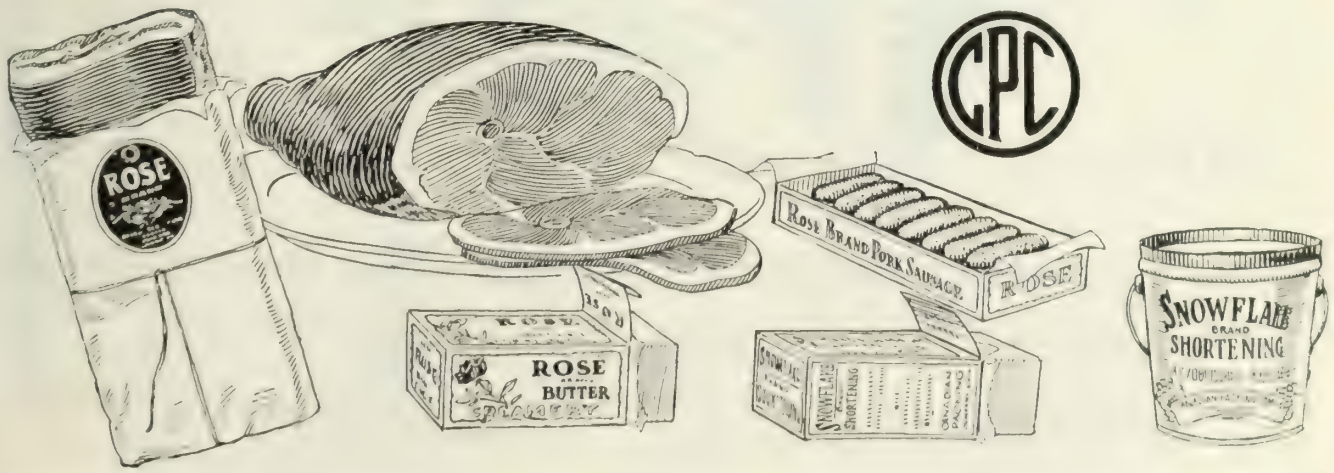

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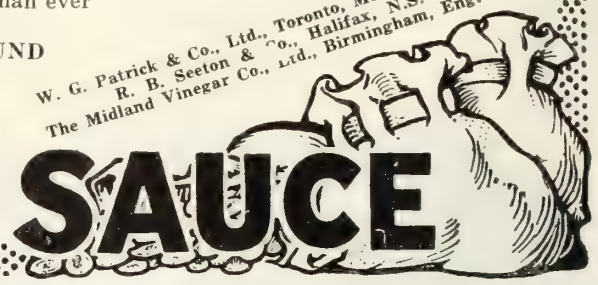
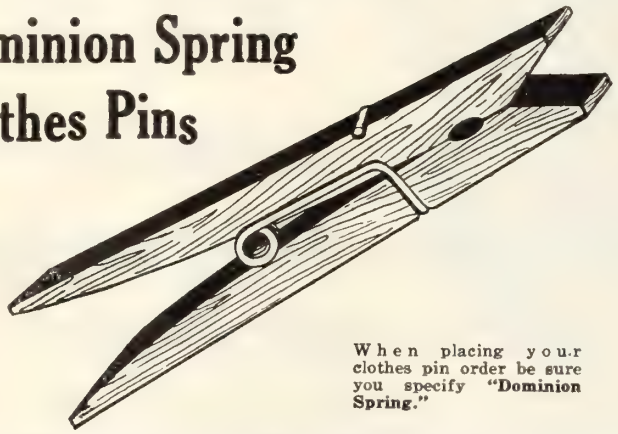


Dominion Spring Clothes Pins



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RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Leave Your Money in Canada Where a $ Is Worth 100 Cents

THE TORONTO SLICER
BUILT FOR FUTURE SATISFACTION
and that you'll be glad in five years that you have it or sorry in six weeks that you bought some other.

BEAUTIFULLY ENAMELED
but don't let this alone be the deciding point. Take into consideration the general construction.

THE PERFECT BEARINGS
so arranged that all future wear is provided for.

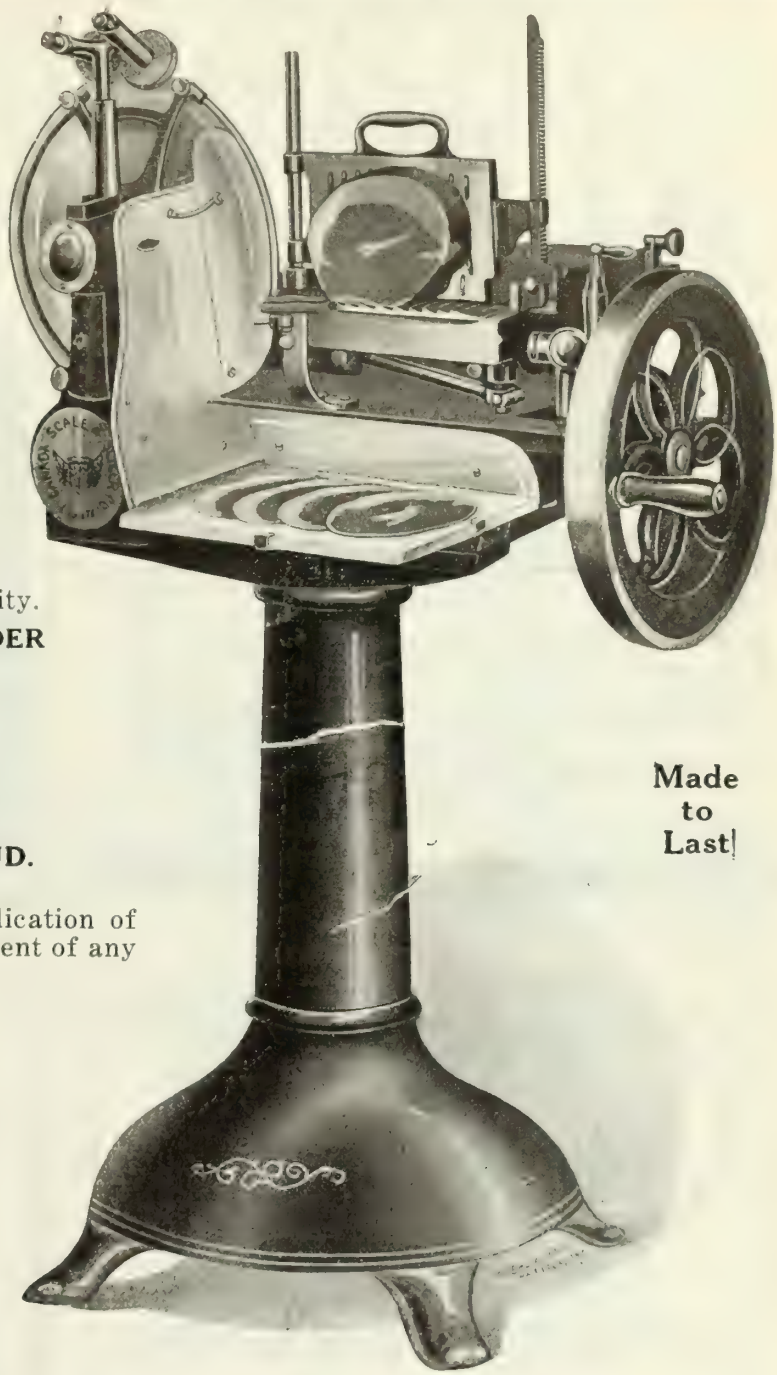
JESSOP'S STEEL KNIFE
The name of Jessop is a guarantee of high quality.

BALL BEARING AUTOMATIC GRINDER
insures a perfect cutting edge.

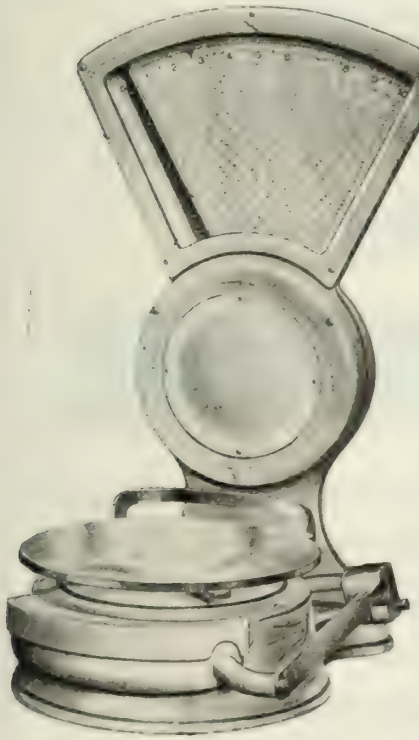
MONEL METAL FITTINGS
never tarnish or wear off.

THE LAST SLICE ATTACHMENT
Cuts one slice when the others are all through.

A DEVICE FOR REMOVING THE RIND.
SERVICE
An elaborate service department is a sure indication of faulty construction. We don't need it, but in event of any trouble we will help you and do it quick.



Made to Last!



COMPUTING SCALES—all sizes for the GROCER, BUTCHER and CONFECTIONER. Embraces all the latest improvements.

FULL AGATE BEARING.

Our NEW CHART computes from 10c to 80c. Easy to read and very necessary on account of the prevailing high prices. All the mechanism is enclosed, which prevents the accumulation of dirt on the bear ings. Sold on the easy-payment plan and fully guaranteed.

MADE IN CANADA BY

THE CANADA SCALE & SLICER CO., LIMITED

THOS. FERGUSON, SALES MANAGER
TORONTO OFFICE: 482 COLLEGE ST.

GEORGE CAMERON, DISTRIBUTOR FOR OTTAWA
FACTORY AT BOWMANVILLE, ONT.

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c
WELL ADVERTISED
Write us or ask your jobber for trade prices.

Marsh's Grape Juice

is made in the heart of the finest grape growing territory in Canada.

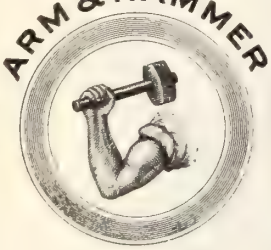
Luscious Concord Grapes, free from blemish, gathered in their prime, are brought as soon as picked to our plant.

Is it any wonder that from such materials we are able to manufacture this quality Grape Juice.

The Marsh Grape Juice Company
NIAGARA FALLS, - ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

ARM & HAMMER



"Arm & Hammer" Brand

—the handy way to sell

Sal Soda

Put up in cartons of 2½ pounds each

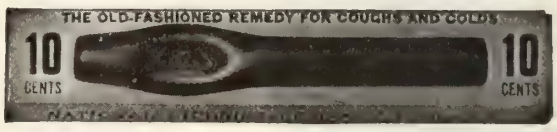
Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying.

Church & Dwight, Ltd.
Montreal

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

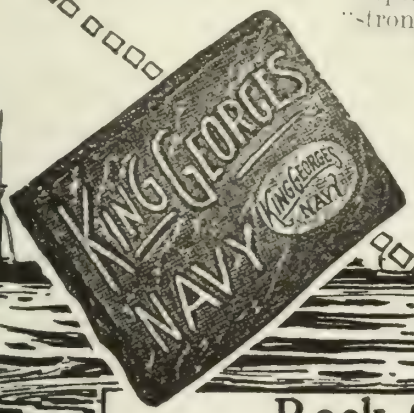
National Licorice Company
MONTREAL

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong" for a real, good Chewing Tobacco such as King George's Navy. They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.

BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

This trade mark on a broom corresponds to sterling on silver.

Canada Beaver Brand Brooms

These incomparable brooms have won a reputation for long and satisfactory service. They are built by experts from the finest maple handles and the best corn obtainable, and it is this combination of skill and perfect materials that has made them the popular choice of Canadian housewives.

Household Brooms 10 Different Grades
Toy Brooms—3 Different Grades
Whisks 10 Different Grades
Warehouse Brooms A Specialty

Make out a trial order today

The Canada Broom & Brush Co.

Limited

Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.
Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO GET TIN PRICE TICKETS.

Please tell me through your Enquiry where I could buy tin price tickets, black figures. I notice some in Davies' stores in Montreal.—J. M. Sabourino, Alexandria, Ont.

Answer.—We find that most of the stores obtain these from their local tinsmith and paint shop. Following are names of some tin manufacturers which may be able to supply you with these:

Store Helps Mfg. Co., Calgary and Toronto; Thos. Davidson Mfg. Co., Duke st., Toronto; MacDonald Mfg. Co., 145 Spadina ave., Toronto; Kent Mfg. Co., 199 River st., Toronto; The Standard Tin Works, Toronto, Ont.; E. T. Wright Co., Hamilton, Ont.

BOOK ON SELLING AND HANDLING MEAT.

Some time ago I wrote you asking you to direct me where I could obtain a book on cutting and selling methods of handling meat and you referred me to the Agricultural College, Urbana, Ill. I wrote them and they sent me a useful book pertaining to wholesaling meat, and for which I thank you very much. But the book I wanted to get is on retailing meat, over the counter, pertaining to cutting, percentage made in different ways of cutting meat. Hoping you may be able to give me this information direct.—V. A. Esser.

Answer.—Regarding book on cutting and selling methods of handling meat, we find there is the "Retail Butcher," by R. S. Matthews, published by Byxbee Publishing Co., Chicago, Ill.

MANUFACTURERS OF STRAWS FOR SODA WATER.

Would you kindly send us names of jam manufacturing firms in Ontario; also the names of manufacturers of soda water drinking straws? — Canadian & Foreign Agency Company, Rooms 705-7 Unity Building, Montreal, Que.

Answer.—List of jam manufacturers has been mailed. Manufacturers of soda straws are: Fletcher Manufacturing Co., Toronto, Ont.; J. J. McLaughlin Co., Toronto, Ont.

EX-OX

Will you kindly let us know who are agents for Ex-Ox?—Subscriber.

Answer.—W. H. Pearson, Foy Bldg., Toronto, Ont.

AGENTS FOR WASHING POWDER

Will you kindly tell us who is agent in Toronto for Arm & Hammer washing powder?—Subscriber.

Answer.—Fielding & Son, 9 Front St. E., Toronto, Ont.

EGG CARRIER, TRAYS AND BUTTER DISHES

Where could we get some egg carriers and trays, also butter dishes?—B. M. Clavette's Market, Edmundston, N.B.

Answer.—The Sarnia Paper Box Co., Limited, Sarnia, Ont.; E. B. Eddy Company, Hull, Que.; Walter Woods & Company, Hamilton, Ont.; Star Egg Carrier and Tray Mfg. Co., Rochester, N.Y.; Oval Wood Dish Co., Tupper Lake, N.Y. For butter dishes: Canadian Agents: Victoria Paper & Twine Co., Toronto; Consumers Box and Lumber Co., Ernest Ave., Toronto, Ont.; Barchard & Company, 151 Duke St., Toronto, Ont.; Firstbrook Box Company, Toronto, Ont.; Kilgour Mfg. Company, Hamilton, Ont.; Cushing Bros., Limited, Saskatoon, Sask.

SEED POTATOES.

Would you oblige me as to the best plan to get a car of potatoes? Ones best suited for our climate for seed.—Craig's Cash Store, Martintown, Ont.

Answer.—Car of potatoes for seed would, no doubt, be purchased from White & Co., Toronto; Hugh Walker & Son, Guelph, Ont.; Bell-King Co., Montreal, Que.; Stronach & Son, Church st., Toronto, Ont.; Wm. J. Patterson, 86 Colborne st., Toronto, Ont.; A. A. McKinnon, 74 Colborne st., Toronto, Ont.

WHERE TO BUY CHINA.

Where can I buy glass, china and whitewear? Where can I get repairs for Rice, Knight Light System, Gasoline? Mr. H. Pushinsky, Shallow Lake, Ont.

Answer.—Glass: Will you kindly let us know what kind of glass, there are so many firms handling glass, whether it is cut glass, plate glass, etc. Two glass manufacturers are: Jefferson Glass Co., Ltd., 388 Carlaw ave., Toronto; Macbeth-Evans Glass Co., 160 Bay st., Toronto.

China: College China Hall, 370 College st., Toronto, Ont.; Nerlich & Co., 146 Front st., Toronto, Ont.; Littleford, W. O. & Son, 763 Yonge st., Toronto, Ont..

Whiteware: Toronto Pottery Co., Toronto, Ont.; Belleville Pottery Co., Belleville, Ont.; R. Campbell's Sons, Hamilton, Ont.; Canada Pottery Co., Ltd., St Johns, Que.; John Cranston & Son, Hamilton, Ont.; British Columbia Pottery Co., Victoria, B. C.; Jas. Foley, St. John, N. B.; Medalta Stoneware Co., Medicine Hat, Alta.

Repairs for Rice, Knight Light System, gasoline, try the following firms:

Schultz Mfg. Co., Hamilton, Ont.; Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.; National Stamping & Electrical Works, Chicago, Ill.; Rochester Lamp Co., 120 Church st., Toronto; Mantle Lamp Co., of America, Inc., 246 Craig st. w., Montreal, Que.

WHERE TO BUY PORK BARRELS.

Where could I buy some pork barrels?—Mr. J. Wm. Sabourin, Alexandria, Ont.

Answer.—You can get these from The Charles Muller Co., Ltd., Waterloo, Ont., at $4.50 per barrel, F. O. B., Waterloo.

DOES ANY SUBSCRIBER KNOW?

We would be grateful if, through the medium of your valuable publication, we could learn the whereabouts of a Mr. P. McGinn, a jitney driver, last heard of in Vancouver, B.C. Possibly some unfortunate grocer (reading CANADIAN GROCER) may have him on his books.—British Columbia Merchant.

Answer.—We would refer you to the B. C. Sugar Refining Co., Vancouver, B.C.

WHERE TO BUY PICKLE STAND.

Some time ago, a firm advertised in the CANADIAN GROCER a stand for pickles. Would you let us have the address of this firm?—Hopgood & Sons, 32-34 Spring Garden road, Halifax, Canada.

Answer.—W. A. Freeman Co., Ltd., Hamilton, Ont.; Evan L. Reed Mfg. Co., Sterling, Ill.; Bel-Air Display Stand Co., 603 Ontario st., Montreal, Que.

ACCESSORIES FOR LAND SURVEYORS.

Kindly furnish us with addresses of firms in Toronto manufacturing or wholesaling land surveyors' accessories, such as compasses, theodolites, etc.?—H. M. Lake & Son, Box 43, Gooderham, Ontario.

Answer.—W. J. Moore, 160 Spruce St., Toronto, Ont.; Abrey & Company, 606 Indian Road, Toronto, Ont.; W. A. & W. H. Browne, 18 Toronto St., Toronto, Ont.; Code & Code, 130 Avenue Road, Toronto, Ont.; W. S. Gibson, 1851 Yonge St., Toronto, Ont.; R. R. Grant & Co., 730 Danforth Ave., Toronto, Ont.; D. D. James, 23 Scott St., Toronto, Ont.

DUTCH SETS, BERRY BOXES AND CRATES—DUTY ON VEGETABLES GOING TO U.S.A.

Would you furnish me with information regarding the following questions: Where could I get Dutch set onions and potato onions at the right prices in quantities of 1,000 to 2,000 lbs.? Where could I obtain berry boxes, also crates for same of a capacity of two dozen boxes? Is there any duty on vegetables going to United States, if so, what is it?—Mr. Louis Leonard, 2564 St. Denis St., Montreal, Que.

Answer.—Dutch Sets and Potato Onions: Peter Duncan Company, North Bay and Toronto, Ont.; White & Company, Toronto, Ont.; Hugh Walker & Company, Guelph, Ont.; J. A. Simmers Limited, 147 King St. E., Toronto, Ont.; Wm. Rennie Co., 130 Adelaide St. E., Toronto, Ont.; Wm. Ewing & Co., 142 McGill St., Montreal, Que.; Harry Seed Company, Dorchester St. W., Montreal, Que. Crates: Pacific Box Co., Vancouver, B.C., (Eastern agents) S. H. Moore & Co., Excelsior Life Bldg., Toronto; Walter Woods & Co., Hamilton, Ont.; B. C. Mfg. Co., New Westminster, B.C.; Cummer-Dowswell & Company, Hamilton, Ont.; Canadian Wood Products Company, Toronto, Ont.; Alberta Box Co., Alberta; Barchard & Company, Toronto, Ont.; Meyer-Thomas Company, Montreal, Que.; Murray & Gregory, St. John, N.B. Berry Boxes: Walter Woods & Company, Hamilton, Ont.; Sarnia Paper Box Company, Sarnia, Ont.; Consumers' Box & Lumber Company, Toronto, Ont.; Firstbrook Box Company, Toronto, Ont.; Kilgour Manufacturing, Hamilton, Ont.; C. & J. Esplin, Montreal, Que.; Meyer-Thomas Company, Montreal, Que.; Oakville Basket Company, Oakville, Ont.; Holmes & Arpin, Montreal, Que. Regarding duty on vegetables to United States: Potatoes are free; onions, 20 cents per bushel; peas, 20 cents per bushel; garlick, 1 cent per lb. Other vegetables around 25 cents per bushel.

MARKET FOR DAIRY BUTTER AND FRESH EGGS

I would be glad if you could furnish me with the names and addresses of reliable firms in B.C. who would be in the market for quantities of dairy butter and fresh eggs this season.—Tom Vickers, Travers, Alta.

Answer.—We do not know what quantities you would have of butter and eggs, so will give the following names of firms who would be interested in car lots: Canadian Produce Co., 1168 Hamilton St., Vancouver; McQueen Produce Co., Ltd., 25 Pender W., Vancouver; Parsons, Haddock & Co., Ltd., 1057 Hamilton St., Vancouver; A. P. Slade & Co., Water St., Vancouver; F. R. Stewart & Co., Water St., Vancouver. On the other hand, if you had smaller quantities of either

butter or eggs, we would suggest that you get in touch with some of the following who are retailers in a big way: David Spencer, Ltd., 515 Hastings West, Vancouver; MacTaggart's Grocery, Howe and Robson, Vancouver; Slater Bros., 830 Granville St., Vancouver; T. F. McDowell, 938 Granville St., Vancouver; A. & C. Grocery, 520 Granville St., Vancouver; London Grocery, 627 Hastings W., Vancouver. You will find any of the grocers mentioned rated well, and among them you should find a ready market for good butter and fresh eggs.

WEAR-EVER ALUMINUM COOKING UTENSILS

Will you tell me where the Wear-Ever Aluminum Cooking Utensils are manufactured in Canada?—Mr. E. Provencher, Silver Centre, Ont.

Answer—The Wear-Ever Aluminum Cooking Utensils are manufactured by the Aluminum Co., Limited, 158 Sterling Road, Toronto, Ont.

REGARDING THE SALE OF ICE CREAM ON SUNDAY

Would like to know if it is lawful to sell ice cream in cones, packages or bricks on Sunday, according to Provincial or Federal law, or how far does the law go for ice cream parlors Sundays?—Subscriber.

Answer.—If you have a restaurant license and there is no by-law, so far as your town is concerned, preventing you from selling ice cream on Sunday, we believe you can sell it, but the buyers could not carry it away in shape of cones, or packages or bricks. It would have to be consumed on the premises.

About five or six years ago a similar case came up in Toronto. There was no by-law existing at that time in Toronto preventing restaurant merchants from selling ice cream on Sunday, but there was an old common law statute passed two or three hundred years ago covering the point. Magistrate Kingsford ruled that as ice cream was a food it could be sold in a restaurant if it is consumed there. It seems to us, therefore, that you could sell ice cream on Sunday providing there is no local by-law to the contrary.

We do not say that you could not be summoned, but it would appear that if you were summoned you would have a good case.

"RISING SUN" STOVE POLISH

Kindly advise us of the name of the manufacturer of "Rising Sun" stove polish? Guite Freres Limited, New Richmond Station, Quebec, P.Q.

Answer.—Manufacturer of "Rising Sun" stove polish is Prescott and Company, 90-92 West Broadway, New York City.

ACCESSORIES FOR BABY CARRIAGES

Would you kindly send me the address of the Lloyd Manufacturing Co. They make baby carriages and I wish to get some accessories from them. Do you know the address of any firm who make springs for baby carriages?—Mr. R. F. Jones, Box C, Chapleau, Ont.

Answer.—Address of the Lloyd Manufacturing Company is Menominee, Mich., U.S.A. The Gendron Manufacturing Company, Toronto, Ont., could supply you with springs for baby carriages.

WHERE TO BUY A CIDER PRESS

We would appreciate it very much if you would send this office the address of a cider press manufacturer or turn this inquiry over to them direct.—Toledo Scale Company, 10212 101st St., Edmonton, Alta.

Answer.—London Foundry Company, London, Ont.; Hergott Bros., Mildmay, Ont.; W. S. Perrin, Limited, Toronto, Ont. (manufacture large presses suitable for factories only).

CORN SYRUP.

Will you please let me know where I can find the Rogers Syrup, corn syrup and white corn syrup per barrel, half-barrel and keg, with price, if possible?—Edward De Winett, Girouxville, Sask.

EASTER LILIES

Will you kindly give us names of firms in Toronto wholesaling Easter lilies?—Mr. R. Snowden, 92 Simcoe St., Oshawa, Ont.

Answer.—We find that Miller & Sons, Lauder Ave., Toronto, Ontario, have Easter lilies for wholesale at 20c a bloom.

RUBBER STAMP AND TRADE JOURNAL.

Please give me information on the following: preferred size figures and letters rubber stamps for grocery window price tickets. Also trade journal that advertises rubber stamps, stencils and merchants' job print?—I. G. N., Philipsbury East, Quebec, P. Q.

Answer.—Figures and letter and rubber stamps for grocery window price tickets may be obtained from:

B. G. Volger Mfg. Co., Inc., Passaic, N.J., U.S.A.; Fulton Specialty Co., Elizabeth, N. J., U.S.A.; The Ideal Stencil Machine, O. H. Pierce, 88 Bay st., Toronto; W. E. Irons & Co., 30 Temperance st., Toronto, Ont.; C. W. Mack, 46 Adelaide st. w., Toronto, Ont.; Superior Mfg. Co., 93 Church st., Toronto, Ont.; Toronto Stamp and Stencil Works, 137 Church st., Toronto, Ont.; Wilson Stationery and Printing Co., 118 King st. w., Toronto, Ont.

Trade Journals that advertise rubber stamps and stencils: BOOKSELLER AND STATIONER, 153 University ave., Toronto, Ont..

Merchants' and Job Print: PRINTER AND PUBLISHER, 153 University ave., Toronto, Ont.

BUYERS OF WASTE PAPER

Will you please give us the names of firms buying waste paper in St. John, N. B., and Montreal? Lindsay, Beattie & Co., Fredericton, N.B.

Answer.—Canada Waste Paper Co., Montreal; H. Gray & Co., Montreal; J. H. Walker & Co., Montreal; Factory Waste and Metal Co., Montreal; Quebec Rag & Metal Co., Quebec City, Que.. Possibly some reader could furnish names in St. John, N.B.

WASTE PAPER AND BALES

Will you please advise me where I could buy a waste paper baler; also if cartons, such as shredded wheat, etc., would be considered as waste paper if baled? Should waste paper be perfectly clean? Names of firms who buy waste paper?—Reader.

Answer.—Balers: Climax Baler Company, Hamilton, Ont.; Stephenson, Blake & Company, 60 Front Street, Toronto, Ont.; A. R. Williams Machinery Company, 64 Front St., Toronto, Ont.; Toronto Type Foundry Company, 70 York St., Toronto, Ont.

Buyers of Waste Paper: E. Pullan, Maud St., Toronto.; J. H. Walker & Company, Montreal, Que.; Canada Waste Paper Company, Montreal, Que.; Factory Waste & Metal Company, Montreal, Que.; Toronto Mill Stock & Metal Company, Montreal, Que.; H. Gray & Company, Montreal, Que.; N. Grief & Company, Montreal, Que.; The Quebec Rag & Metal Company, Quebec, Que.

WASTE PAPER AND BALERS

Please furnish us with the names of paper baler manufacturers in Canada. Also names of firms buying baled waste paper. We would appreciate having your opinion on the following: The future of waste paper baled as to price.

Answer already given above. Price just now is a good one, but it is difficult to say how long it will last. It goes up and down according to supply.

WASTE PAPER AND BALES.

Will you be so kind as to advise us where we can purchase waste paper binders suitable for a retailer? You might also advise us where we could sell the paper?—N. F. Douglas Co., Limited, Caledonia, N.S.

Answer given above.

BALED WASTE PAPER.

Would you please let me know through your Enquiry Department names of a few firms who buy baled waste paper? Have about one and a half tons on hand.—M. J. Carrier, Hammond, Ont.

Answer.—E. Pullan, Maud St., Toronto, Ont.; Western Rag & Metal Company, 442 King St. E., Toronto, Ont.; Frankel Bros., Toronto, Ont.; Murdock & McFarlane, 36 Ossington Ave., Toronto, Ont; Canada Waste Paper Company, Montreal, Que.; H. Gray & Company, Montreal, Que.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

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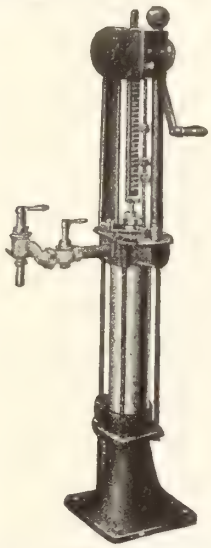


These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

BOWSER ESTABLISHED 1885

SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.

66-68 Fraser Ave., TORONTO, Ont.

Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good—they make an immediate and irresistible appeal to all classes—rich and poor alike.

The Cubes that sell

OXO Limited

Montreal
356 St. Antoine Street

Toronto
441 King Street West

Winnipeg
203 Bon Accord Block

The Nugget Smile

Build Up Your Polish Business With

"NUGGET" Shoe Polish

For a real business-builder, you can't beat Nugget Polishes. Every tin sold is sure to bring your customers back again. The quality in Nugget Polish makes a bright, lasting shine and preserves the leather. You won't have to spend time selling Nugget Polish because everybody knows that it is good—we have built our reputation on quality.

Nugget is a big seller because it has quality backed by advertising. Another big Nugget Advertising Campaign will be staged this year—watch for the posters in your town.

THE NUGGET POLISH CO., LIMITED

TORONTO, CANADA

Shirriff's

True Vanilla

This incomparable extract is made from the finest grade Mexican Vanilla beans, aged for a year by our special process which preserves every vestige of flavor. It is this peerless flavor and exceptional strength that has won for it such an enviable reputation with Canadian women and has made it the leading seller of its line.

Now is the time to check over your stock and fill in your requirements.

50 Per Cent. Stronger than Government Standard.

Imperial Extract Co.
TORONTO

Make your next flour order Brodie's. You'll find it an active seller.

A Sterling Seller—

Brodie's XXX Self-Raising Flour has proven a steady profitable seller for hundreds of Canadian Grocers. Its high quality and purity is a guarantee of continuous profitable repeat orders.

Brodie & Harvie, Limited
Bleury Street, Montreal

TRY THIS ONE

With a possible delivery of not more than forty per cent. on Grape Juice for this season we have been fortunate in securing for your trade an equally Canadian beverage, one that will tickle the palate of the consumer at any time of the year and a particular favorite during the warm weather.

Duffy's Sparkling Apple Juice

(Non-Alcoholic)

is an ideal family drink, made from the choicest apples grown in the famous orchards of the North American Continent and bottled with the utmost care under the most improved methods. Clear as crystal, delightful flavor, a business getter.

Put up in:—

Splits (Half Pints) c/s 5 Doz. - $2.25 Doz.
Small Size (Pints) c/s 2 Doz. - $4.90 Doz.
Large Size (Quarts) c/s 1 Doz. - $7.90 Doz.

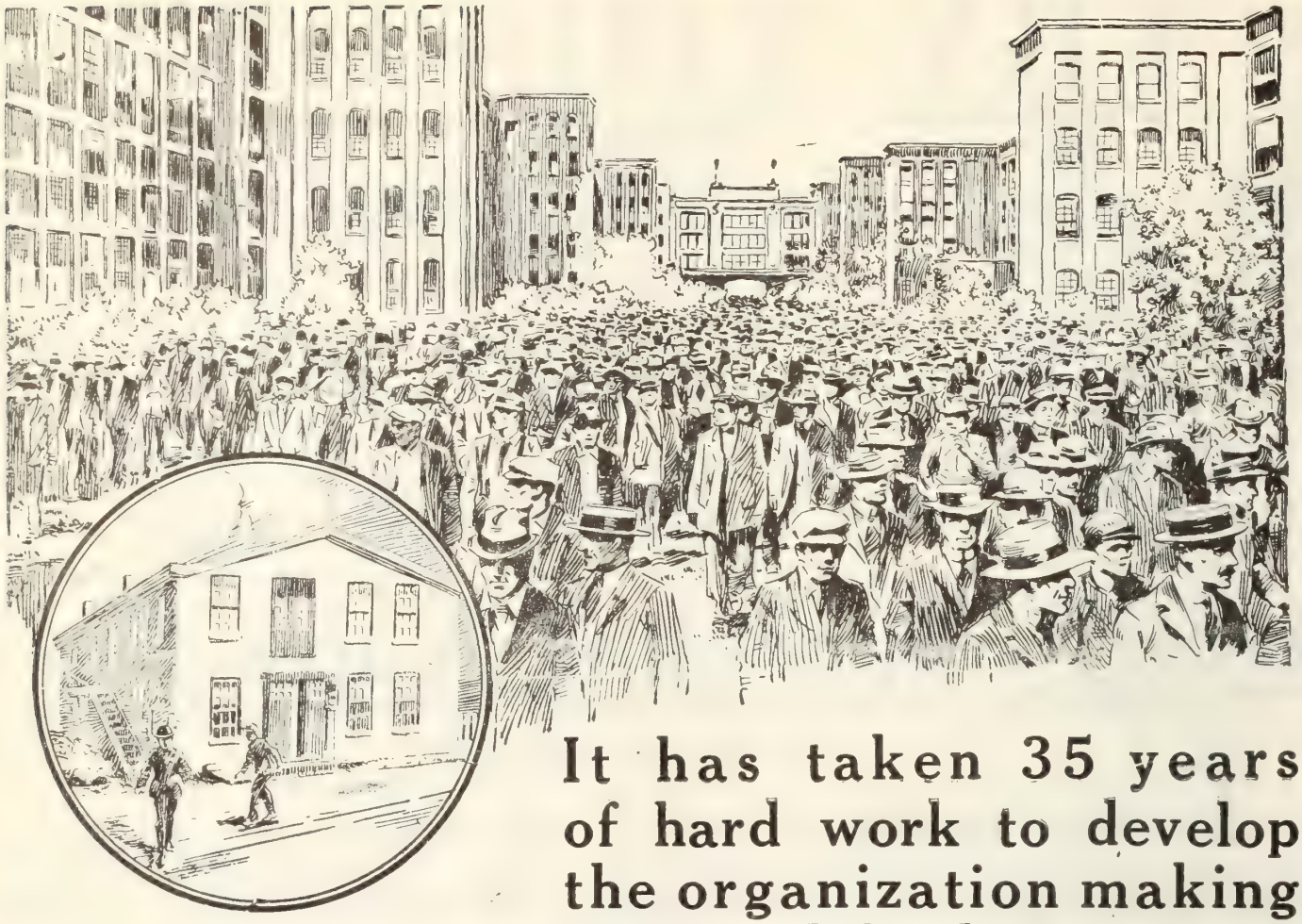
The selling rights for this market have been placed in our hands and we are on the job to give you prompt deliveries.

SEND US AN ORDER

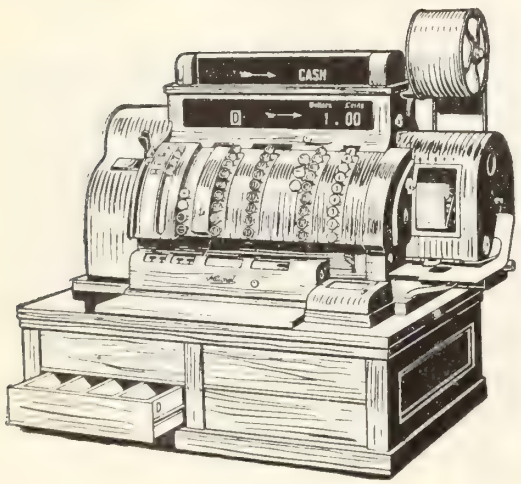
H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



It has taken 35 years of hard work to develop the organization making National Cash Registers



STARTING with two employees in one little room, The National Cash Register Company now has a making organization of over 7,000 people working in 21 big buildings.

It has taken 35 years to develop this tremendous organization.

Many obstacles had to be overcome in those years. Money, time and energy were thrown into the enterprise by large-visioned men who believed that cash registers were a necessity in stores of all kinds.

Slowly but surely the business grew. Building after building sprung up to house the expanding organization.

The National Cash Register factory of to-day is the result. It is built on a foundation of faith in the cash register as a business necessity. It is dedicated to the making of a labor-saving machine that helps merchants, clerks, and customers.

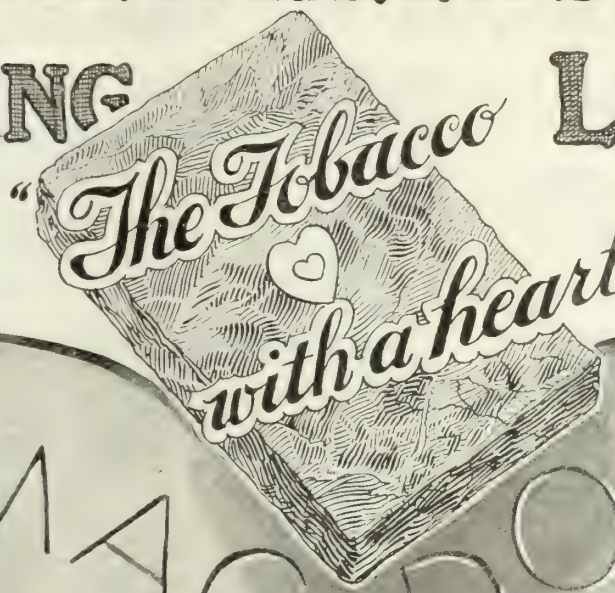
The National Cash Register Company of Canada, Limited

Factory: Toronto, Ontario

Branch Offices:

Calgary	714 Second Street W.	Quebec	133 St. Paul Street
Edmonton	5 McLeod Building	Regina	1820 Cornwall Street
Halifax	63 Granville Street	Saskatoon	265 Third Avenue S.
Hamilton	14 Main Street E.	St. John	50 St. Germain Street
London	350 Dundas Street	Toronto	40 Adelaide Street
Montreal	122 St. Catherine Street W.	Vancouver	524 Pender Street W.
Ottawa	305 Bank Street	Winnipeg	213 McDermott Ave.

THE RETAILER'S BEST SELLING LINE



W. C. MACDONALD

All over Canada they are asking for

"The Tobacco with a heart"

Do you get your share of the profits?

MACDONALD'S

VIRGINIA

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for old Jute Sugar Bags and Cotton Liners.

(Regular market—no quantity too small or too large).

Scientific Reclamation of Commercial Waste

E-PULLAN

TORONTO

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 15
16 oz. Glass, Screw Top, 2 doz. in case	3 85
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 85
2's Tin, 2 doz. per case	5 95
4's Tins, 12 pails in crate, per pail	0 95
5's Tin, 8 pails in crate, per pail	1 18
7's Tin or Wood, 6 pails in crate	1 64
30's Tin or Wood, one pail in crate, per lb.	0 23

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK
Terms—Net 30 days

Eagle Brand, each 48 cans	$11 00
Reindeer Brand, each 48 cans	10 50
Silver Cow, each 48 cans	10 00
Gold Seal, Purity, ea. 48 cans	9 85
Mayflower Brand, each 48 cans	9 85
Challenge Clover Brand, each 48 cans	9 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 75
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 00
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40-lbs., Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12¾
40 lbs. Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

"Cleanliness Commands Better Prices"

THOMAS GROCERY COMPANY
SAVANNAH, GEORGIA
741 E. GWINNETT ST.

January 30, 1920.

Sherer-Gillett Company,
Chicago, Ill.

Gentlemen:—

No doubt you will be pleased to have me tell you voluntarily what I am thinking about my Sherer.

1st. Our Sherer has turned the appearance of our store from a Grocery Store into a Business Institution.

2nd. Our Sherer has made our sales during the holidays on Nuts and Raisins alone, jump from $25.00 the previous years without a Sherer to the satisfactory sum this year of $450.00.

3rd. Our Sherer has made us able to command better prices for our goods than our competitors do and we are getting it on account of cleanliness.

4th. Our Sherer finally saves us time to utilize in presenting our new lines to the public.

The above results that were achieved by us are certainly gratifying when one takes into consideration that ours is a corner grocery with a space 28 x 86 feet.

Personally I would never vote to part with my Sherer for an amount four times as large as the one I paid for same if I could not get another in its place. No grocery store is a place for the distribution of food without a Sherer Food Container.

I am, Sir, a Sherer Counter Enthusiast,

(Signed) C. P. THOMAS.

Sherer-Gillett Company

Patentees and Manufacturers

GUELPH - - - ONTARIO

The Store and its story:

One letter of the thousands that tell of profit and satisfaction in ownership of the

SHERER SANITARY GROCERY COUNTER

Sell by the Pound

FOOD

In Unnecessary Extravagant Packages | SOLD BY THE POUND

Gives the DEALER

LESS = 12% = MORE

Costs Your Customer

MORE = 35% = LESS

Which side of the line are YOU on?

THE SHERER-GILLETT CO.,
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name .....

Store Name .....

Street Address .....

City..... Province.....

In Spring the palate craves new dishes—

Mapleine

gives to desserts a touch of novelty -a bit of maple-tasting surprise the winter-tired appetite will thoroughly enjoy.

Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

When your stock needs replenishing order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-532

We manufacture all kinds of

Box Shooks

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Write or Wire for Prices

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Ottawa, Ontario

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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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J. HUNTER WHITE, ST. JOHN, N.B.
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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Manufacturers of

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Sankey & Manson, 839 Beatty Street, Vancouver.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 90
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	7 10

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half bbls., about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 50
5-lb. tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	7 15
20-lb. tins, ¼ doz. in case	7 20

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	$4 00
½-lb.	2 00
Robinson's Patent Groats—	
1-lb.	4 00
½-lb.	2 00

BLUE

Keen's Oxford, per lb.	**0 24**
In cases, 12 12-lb. bxs to case.	**0 25**

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	**$1 10**
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 80
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	**1 21**
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	**1.25**
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	**1 80**
Forest and Stream, tins, 9s, 2-lb. cartons	**1 44**
Forest and Stream ¼s, ½s, and 1-lb. tins	**1 50**
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	**1 25**

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. bxs, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	**0 47**
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	**2 45**
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	**4 15**
Kelogg's Toasted Corn Flakes, Ind.	**2 00**
Kellogg's Dominion Corn Flakes	**4 15**
Kellogg's Dominion Corn Flakes, Indiv.	**2 00**
Kellogg's Shredded Krumbles.	**3 50**
Kellogg's Shredded Krumbles, Ind.	**2 00**
Kellogg's Krumbled Bran	**1 81**

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph Established 1861 Ontario

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Florida Tomatoes, Celery
"Stripes" Brand
Florida Grape Fruit
Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.

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Wholesale Fruits and Vegetables

Butter
Tubs
and
Boxes

Parchment Butter Wraps

WALTER WOODS & CO.

Hamilton and Winnipeg

Owing to the high freights prevailing

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DOG CAKES
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Etc.,

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PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

"It has the Nip"

White Swan Mustard is a Favorite Seller

This well-known *All Canadian Mustard* is far superior in flavor and strength to any imported lines.

That Canadian women have appreciated this superb mustard is clearly evidenced by the orders coming in from live grocers throughout Canada.

Try it yourself and you can confidently recommend it to your particular customers.

There is a good profit in it for you. We have seen to that.

White Swan Spices & Cereals Ltd.

Toronto, Can.

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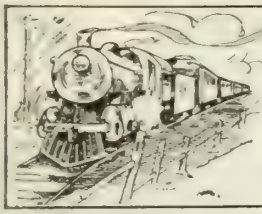

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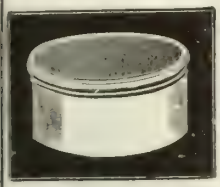
Latest Editorial Market News



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Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

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Best English Malt Vinegar
QUALITY VINEGAR
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Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

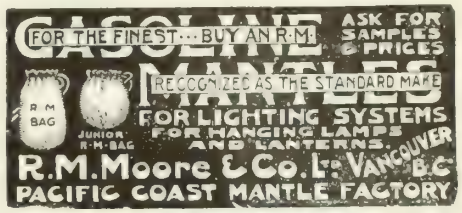
ABOUT FRUIT JARS

The Dominion Glass Co. has notified wholesalers that their output of fruit jars up to July 1st is all booked and they cannot accept any more orders for delivery until after that date and the price will be that which prevails on the date of delivery.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


FOR THE FINEST···BUY AN R·M·
ASK FOR SAMPLES & PRICES
GASOLINE MANTLES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R·M BAG
JUNIOR R·M·BAG
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Classified Advertising

Advertisements under this heading 3c per word for first insertion. 2c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

GROCERY BUSINESS, $3,500, GROWING town, finest district in Province; good fixtures; overhead expenses light. Sales show good increase over previous year. Very profitable. Exceptional offer. Satisfactory reasons. Apply Box No. 104, Canadian Grocer, 153 University Ave., Toronto, Ont.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

ICE CREAM AND CONFECTIONERY BUSIness, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price $100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

CRETORS PEANUT ROASTER AND CORN popper; steam for power and gasoline for fuel. Price, $100. Jas. H. Hewson, Oakville, Ont.

FOR QUICK SALE, CORNER STORE, FIXtures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected recleaned stock per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2 (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

GENERAL STORE FOR SALE IN GOLD MINing camp. Buildings alone or will sell with stock. Reason for selling other business. Would take young man in who cared to invest. Box 110, Canadian Grocer, 153 University Ave., Toronto Ont.

SOUR ORANGE PULP TO SELL—APPLY TO Belgian Pulp Manufacturer of Alora, Malaga, Spain.

FOR SALE A FINE GROCERY ICE BOX, also suitable for a restaurant, 10 ft. long, 6 ft. high and 2 ft. in depth; has 11 compartments, 2 ice chambers, with looking glasses; holds 700 lbs. of ice. A great value. Apply to Joseph Adam 2 Howard Aves., Windsor, Ont.

WANTED

An "Ideal" Tea Packing Machine in good condition

State price to Box 106

Canadian Grocer

153 University Avenue, - Toronto

WANTED

WANTED—OUTSIDE GASOLINE TANK AND pump in good condition, also refrigerator suitable for bottled goods. Send full particulars. Sawyer Bros., R.R. No. 5, Guelph.

Opportunities are offered every week on this page.

Are you making use of them?

HELP WANTED

WANTED — AN EXPERIENCED GROCERY clerk at once. This is a good position for a good, reliable man. Please state salary expected, your experience in grocery trade and earliest date you could come, in first letter. Hennessy & Racicot, Copper Cliff, Ont.

CLERK WANTED—FOR HIGH CLASS GROcery store, Toronto, must be a hustler and thorough worker, experienced in window dressing and stock keeping; highest wages paid. Write stating experience and references. Confidential. Box 72, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED

COMMUNICATION WITH MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

To Dye Your Last Year's Straw Hat So it looks like new

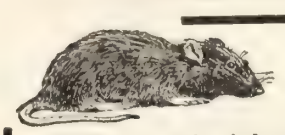
PARKE'S Straw Hat Dye

A waterproof, durable dye, made in all fashionable colors.

Retails 35c per bottle with brush.

Wholesale price, $2.75 per dozen, $29.70 per gross.

Manufactured by
PARKE & PARKE
Limited
Macnab St. and Market Sq.
Hamilton Ontario



RID OF RATS

The only non-poisonous Rat and Mouse exterminator in the world . . . .

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.

BERG & BEARD MFG. Co., Inc.,
100 Emerson Place, Brooklyn, N.Y.

Porridge Perfection

There is a most delicate, "Nut Like" flavor in porridge made from Quality Rolled Oats—a really different flavor which our special "Pan Dried" process imparts.

Quality Rolled Oats Cook quickest because the fine dustless flakes are semi-cooked before being packaged—a feature that insures porridge perfection with less cooking.

Then—this big, attractive moth and air-proof carton insures the perfect arrival to customers of these delicious porridge oats.

Extra Profits

GROCERS are everywhere earning handsome profits selling "Quality Rolled Oats." They offer an inviting margin of profit. The demand is firm and steady and their high standard of quality insures perfect satisfaction on both sides of the counter. Immediate delivery.

[Get our Prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.

Immediate delivery on any quantities

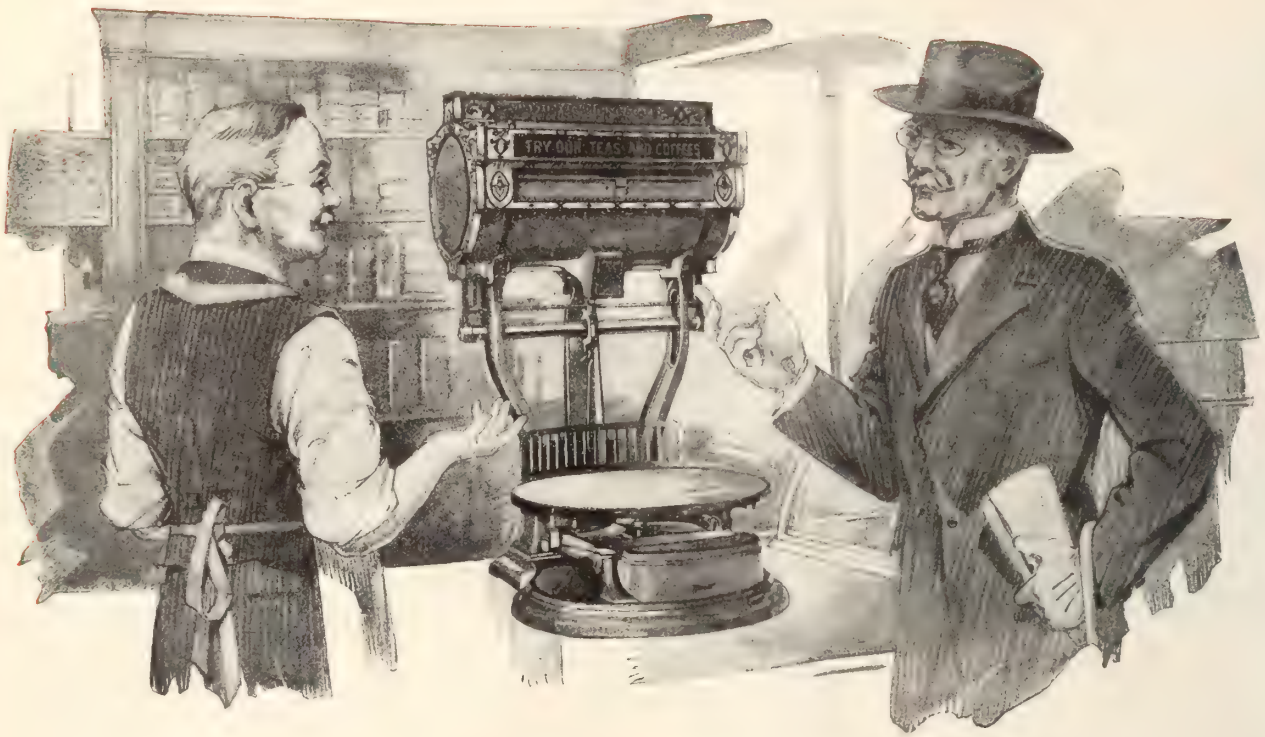
Selling Agents for Ontario

Cruickshank & Guild, 32 Front St. West, Toronto

Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.



People whose judgment you value

will tell you straight that a Dayton Scale is an asset in your store. People of judgment know that it will mean justice to you. And they know even better than you do, being "on the outside," that the feeling of the public is overwhelmingly in favor of the visible weighing of the Dayton Scale. The price calculations, based on our new price charts, take in every selling price you use. For speed, accuracy, beauty, finish and durability no scale touches the Dayton Computing Scale.

The above scale flashes your advt. in red by electricity every time it is used. The same model is also furnished without this electrical feature. Made in Canada. Catalogue free.

DAYTON COMPUTING SCALES

Manufactured by
International Business Machines Co., Limited

Royce and Campbell Ave.
Toronto

Frank E. Mutton
Vice-Pres. and Gen. Mgr.

Offices in all principal cities

Also makers of International Time Recorders and Hollerith Electric Tabulators

CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, APRIL 9, 1920 No. 15

CHEW

STAG

TOBACCO

Grocers are more enthusiastic than ever over the strong demand for and the steadily increasing sales of STAG Chewing Tobacco.

Make it your big seller and recommend it to every customer.

Handled by all the wholesale trade.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

Now Made in Canada by Bowron Bros.

1 Gal—160 oz.	32 oz.	16 oz.	1 Pt.	Half Pint.
Lacquered can, 4 tins to case.	Screw Top Jar,	Mason Jar Screw Top	Fibre Carton,	Fibre Carton,
Wt. 27 lbs. per case	1 doz. to case.	1 doz. to case.	1 doz. to case.	4 doz. to case.
$19.00 doz.	Wt. 18 lbs. per case	Wt. 19 lbs. per case	Wt. 10 lbs. per case	Wt. 20 lbs. per case
	$5.50 doz.	$3.50 doz.	$2.60 doz.	$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

HIP-O-LITE offers an excellent profit, Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's Lines are the Safe Milk Products

Since 1857 these Borden "quality sellers" have won prestige and handsome profits for Canadian grocers. It is this incomparable quality, coupled with intensive, continuous "Nation-wide" advertising that is constantly widening the already vast circle of Borden's "friends" and fattening the bank accounts of Borden dealers.

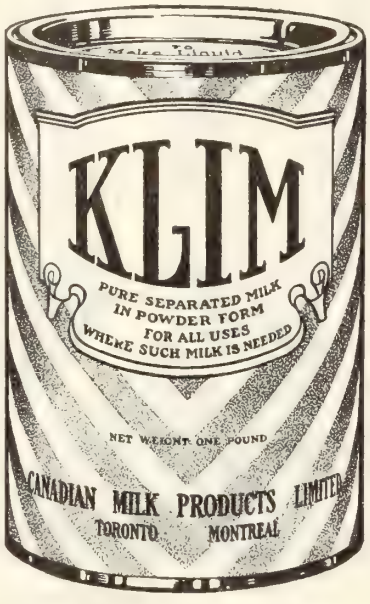
SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

KLIM PREVENTS WASTE OF VALUABLE MILK FOOD


KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
NET WEIGHT ONE POUND
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

The Approach of Warmer Weather Means More Sour Milk—

Klim Will Not Turn Sour in Hottest Weather

Milk is a very perishable food product. It sours quickly if exposed to heat. Sour milk is restricted to a very few uses in the home. It is usually thrown away. This waste and needless expense can be prevented by the use of Klim—pasteurized, separated milk in powder form. Klim fills most needs in the home. It gives satisfactory results in cooking. Many people use it altogether for table use and in tea, coffee and cocoa.

During the summer months, Klim sales are larger than at any other time of year, because it remains sweet and fresh until all used. Not a bit is wasted. For breakfast, lunch and dinner just the required quantity of separated milk can be prepared by placing a few tablespoonfuls of Klim on top of pure water and whipping briskly until dissolved. Directions for use are printed on every tin—half pound, pound and ten pound sizes.

Push Klim sales now—it will pay you.
Order from your wholesale grocer.

Canadian Milk Products Limited

HEAD OFFICE: TORONTO

St. John Montreal Winnipeg

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

FLAKE ALBUMEN
SPRAY ALBUMEN
SPRAY YOLK
WHOLE EGG POWDER

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2% Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:—

A. T. CLEGHORN, Vancouver, B. C.
ALEX. F. TYTLER, London, Ont.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
W. H. DINGLE, Calgary, Alta.
J. T. PRICE & CO., Hamilton, Ont.
DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
LIND BROKERAGE CO. LTD., Toronto, Ont.
SCHOFIELD & BEER, St. John, N. B.
NICHOLSON-RANKIN LTD., Winnipeg, Man.
JAMES KYD, Ottawa, Ont.
O. N. MANN, Sydney, N. S.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world

CLARK'S
Prepared Foods

Corned Beef
Roast Beef
Veal Loaf
English Brawn
Lunch Tongue

Jellied Veal
Stewed Ox Tail
Corned Beef Hash
Jellied Hocks
Ox Tongue

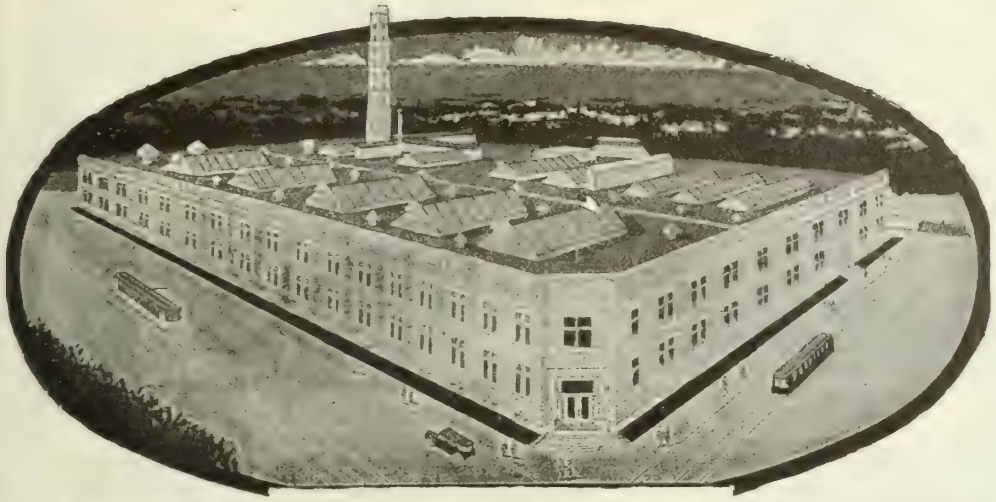
Cambridge Sausage Boneless Pigs Feet
Potted Meats Devilled Meats Sliced Smoked Beef
Canadian Boiled Dinner Boneless Chicken
Tongue, Ham and Veal
Tomato Ketchup Peanut Butter Table Syrup

CLARK'S PORK AND BEANS
CLARK'S SOUPS
and other good things

ALL MADE IN CANADA - BY CANADIANS

W. CLARK, LIMITED Clark's **MONTREAL**

WAGSTAFFE'S



WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

New Season's Seville Oranges just arrived

We are now making delivery of our New Season's Celebrated Seville Orange Marmalade

All Orange and Sugar, No Camouflage

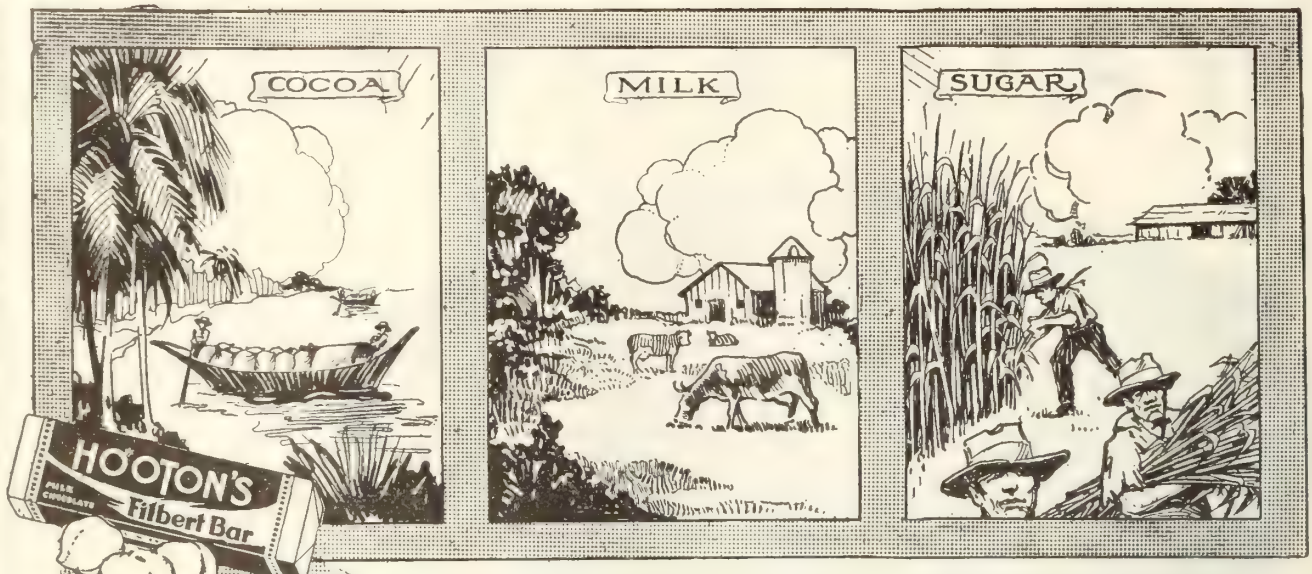
Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.



The Hooton Line:—

De Luxe ½ lb. Cakes:—
Imperial Yacht
Sweet Milk, Sweet Vanilla
Assorted Nut

Small Bars:
Almond, Filbert, Peanut, Raisin, Sweet Vanilla, Nut Lunch, Plain Milk, and **Hooton's Tulip Buds**

The Ingredients that make a PERFECT CHOCOLATE

THE choicest selected Cocoa Beans from Venezuela, Caracas, Trinidad, Maracaibo, Arriba, and a small percentage of first-grade Accra beans—
Cocoa Butter of choicest quality—
The purest of Granulated Sugar—
Milk Powder of highest butter-fat percentage—
These, and no other ingredients—no admixture or adulteration—together with the most modern and careful manufacturing processes known to the trade—are reasons for Hooton superiority and a popularity that is making this one of the best-selling and most profitable confectionery products you can handle.
"**Hooton Quality**" is building a reputation that means assured future business for the dealer and for ourselves. Link up with "The Hooton Line" to-day.

THE HOOTON CHOCOLATE CO., LIMITED
60-70 Duchess Street - - Toronto, Ontario

HOOTON'S CHOCOLATE

Here are a few of the Headings of our new Series of Advertisements:-

"THE SAUCE OF THE EPICURE AND THE GENTLEMAN"

"THE HIGHEST QUALITY KNOWN"

"A SEASONING AS NECESSARY AS SALT"

"MAKES ALL THE DIFFERENCE—**WORTH** THE DIFFERENCE"

"VARIETY OF USES"

"LEADERSHIP ABSOLUTE"

"ECONOMICAL—LEA & PERRINS' IS THE TRUE **ESSENCE** OF SAUCE"

"THE **ORIGINAL** WORCESTERSHIRE"

— and to-day, as 80 years ago, unapproachable in **Quality.**

THESE advertisements, in leading papers from coast to coast, are carrying a message that is unmistakable — an invitation to the highest class of trade, that will result, not only in increased sales of this greatest and most famous of all condiments, but in an additional turnover of other lines of high-class commodities — for the handling of Lea & Perrins' carries with it a subtle distinctiveness which stamps the store that sells it as one catering to discriminating tastes. Push Lea & Perrins' Sauce and prestige accompanies your profit.

Lea & Perrins

The ORIGINAL Worcestershire Sauce

HAROLD SEDDON

137 McGill Street MONTREAL Special Agent

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER — the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

ELKHORN CHEESE
IN TINS — 8 VARIETIES

—should be displayed in your windows and on your counters, Mr. Dealer. With the approach of the hot Summer months there will be an increasing demand for this clean, wholesome cheese in its air-tight, sanitary container.

Do away with the old-fashioned way of marketing cheese, just as you did away with the cracker barrel, the oatmeal barrel, and the raisin bin. Here is a cheese that will keep without ice in any season or climate—guaranteed to keep. No loss from crumbling or drying, your profit is sure and sales are steady throughout the entire year.

DEALERS AND WHOLESALERS—Write for samples and prices and full information on ELKHORN CHEESE IN TINS.

Sales Representatives:

Dunn-Hortop, Ltd., Toronto, Ont.
Wm. H. Dunn, Ltd., 180 St. Paul St., Montreal, Que.
J. A. Tilton, St. John, N. B.
Pyke Bros., Halifax and Sydney, N. S.
Buchanan & Ahern, Quebec, Que.
Richardson, Green, Ltd., Winnipeg, Man.
Oppenheimer Bros., Vancouver, B. C.

Manufactured by

J. L. KRAFT & BROS. CO.

Your Customers Buy Milk

Why not supply them?

Why not get your share of this profitable business?

Carnation advertising teaches the people to buy their daily milk supply from you—The Modern Milkman.

You can help by linking your store to the Carnation campaign.

Carnation Advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address CARNATION MILK PRODUCTS CO., LTD.
Aylmer, Ontario

Remember—your jobber can supply you.

Carnation Milk

From Contented Cows

The label is white and red

HOPS

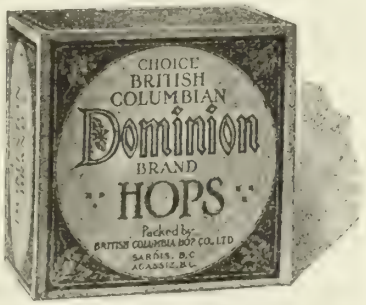
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

Millions Want
These Raisins Every Month

Millions of housewives want Sun-Maid Raisins regularly. We know this because stocks are low despite a large production.

It is our desire to aid in the distribution of this great crop so that no customer of yours need be disappointed.

Are you getting your share of this trade in your neighborhood?

Show the Sun-Maid packages in your windows and see that your shelves are always supplied.

The Extensively Advertised Brand of Raisins

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)

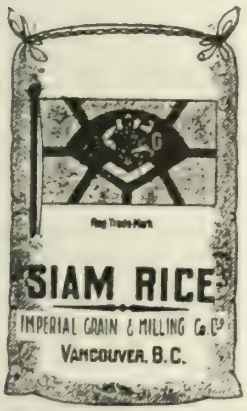
California Associated Raisin Co.

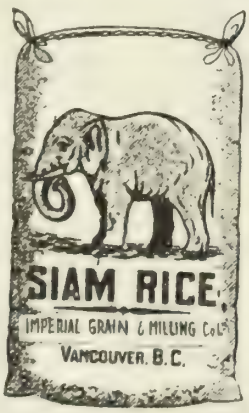
Membership 9,000 Growers

Fresno, California

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

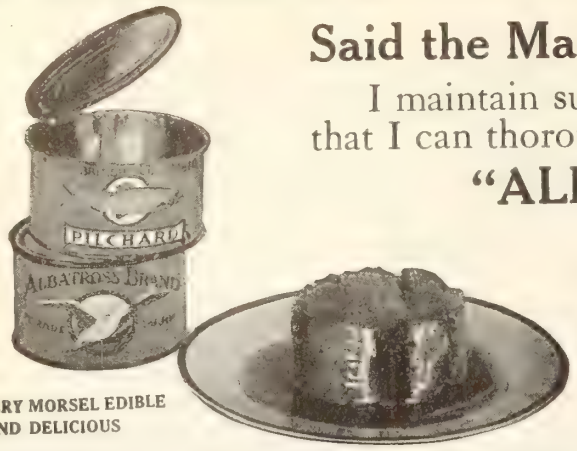
Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER



EVERY MORSEL EDIBLE AND DELICIOUS

Said the Manager:

I maintain such high standards of cleanliness and quality that I can thoroughly relish any can of

"ALBATROSS" PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

The Relative FOOD VALUE of "PINK ROSE" Brand CANNED SALMON is as follows:

21.8%	"PINK ROSE" BRAND CANNED SALMON
16.5%	Sirloin Steak
14.2%	Sugar Cured Ham
13.4%	Macaroni
13.1%	Eggs
12.0%	Spring Chicken
9.0%	White Bread

Distributed by HARRY HALL & CO., Limited, Vancouver, Canada

Packed Where They Are Caught

If carried any distance, herrings will become bruised by their own weight and lose that firmness that distinguishes

"Wallace's"

WALLACE FISHERIES LIMITED
VANCOUVER

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

The Farquhar Trading Company, Ltd.
NORTH SYDNEY, N. S.

P. O. Box 249

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
Owen Sound, Ont.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference Merchants Bank of Canada, Vancouver, BC.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

JOHN PRITTY
Merchandise Broker and Manfg's. Agent
Head Office, Regina, Sask.
Sales connections at: Vancouver and Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg, Man.; Toronto, Ont.; Montreal, Que.; New York and Chicago, U.S.A.
Specializing in carlots. Butter, Eggs, Potatoes, etc.
Energetic representation guaranteed.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

MACARONI
The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.	A. S. May & Co.	Donald H. Bain Co.
Montreal	Toronto	Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.
45 Front St. East, TORONTO.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. W. TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front St. West TORONTO CANADA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

TRADE EXCELSIOR MARK

BROOMS

No. 1 Carpet Broom
Rex Broom
I X L Broom

Our lines of high-grade brooms for the house

No. 1 and No. 2 and Extra
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

J. C. SLOANE CO.
Owen Sound Canada

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags

Order more from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Say you saw it in Canadian Grocer, it will identify you.

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Grecian Currants
WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.
On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.
Levant-American Mercantile Co.
LIMITED
Montreal, Canada

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST. QUEBEC

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C

D. W. ROSS COMPANY
Agents
MONTREAL

Difference in Exchange Makes Difference in Price

The same quality—a better package

One Pound and one nickel silver spoon (Rogers)	Two Pounds and one nickel silver fork (Rogers)	Three Pounds and one silver plated knife (Rogers)
63c.	**$1.26**	**$1.89**

MINTO BROS.

284 Church Street Toronto, Can.

Save time--Save freight--Save breakage

The nearer you buy the better for you

BRANCH AT KITCHENER

BRANCH AT BELLEVILLE

HEAD OFFICE AND WAREHOUSE, TORONTO

BRANCH AT ORILLIA

BRANCH AT SARNIA

John Sloan & Co., Ltd. Wholesale Grocers

EUREKA

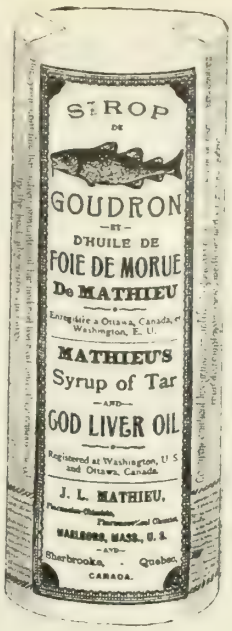
Any time from now on a Eureka refrigerator is a necessary part of your store equipment. You not only owe it to yourself, but to your patrons and customers, to keep your store smart and up-to-the-minute in appearance, and to keep your perishable articles — butter, cheese, milk, or green garden truck — under the strictest sanitation.

Customers like to see their grocer keeping his goods clean, sanitary and fresh. And the best and most reliable way to do this so as to get the best results is to purchase a Eureka Refrigerator.

No matter what business you are in — florist, grocer or butcher — we have or can give you just what you need in the Refrigerator line.

Eureka Refrigerator Co., Ltd.

Head Office & Factories: Owen Sound, Ont.



Protect your customers

by recommending Mathieu's Syrup of Tar and Cod Liver Oil for Colds, La Grippe and as a good preventive for "influenza."

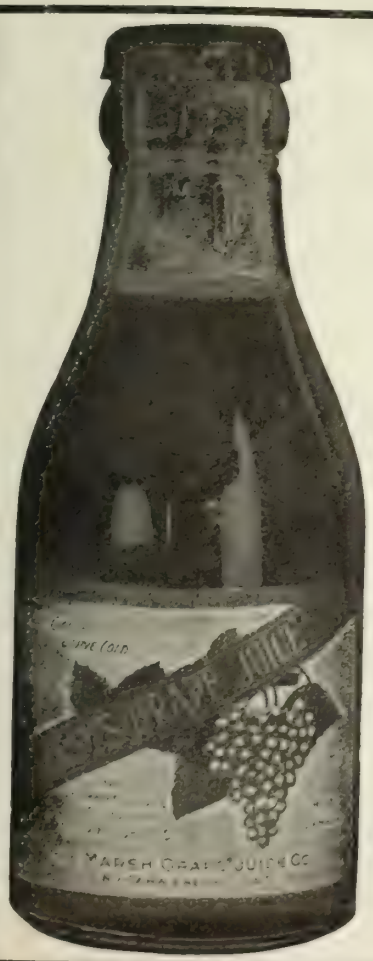
Its reputation for great curative properties and dependability is known from coast to coast.

Cash in on the ever-increasing demand for a reliable cough remedy by supplying your customers' needs with Mathieu's Syrup of Tar and Cod Liver Oil. Remember there's a good profit on every sale.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC



Marsh's Grape Juice

Is prepared from the pick of the vines. After having been brought to our plant the stems are removed, and any soft fruit discarded.

They are then placed in a "bath" and washed in a stream of running water — all dust and grit being removed. Exacting care in these details is one of the reasons for "Marsh Quality"

The Marsh Grape Juice Company

NIAGARA FALLS, - ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited

Toronto and Montreal

There are many good Labels but few good Vinegars

Grimble's Vinegars

like their Labels are good and their taste is excellent

Grimble's Vinegar Breweries are in LONDON, England

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

POTATO BUGS BY THE THOUSAND I'M RUINED
I'LL PUSH TO TOWN AND GET A FULL SUPPLY OF MUNRO'S PURE PARIS GREEN
NO ALL SOLD OUT DIDN'T THINK THERE'D BE MUCH DEMAND FOR IT THIS SEASON
FIFTY POUNDS OF MUNRO'S PARIS GREEN AT ONCE
CERTAINLY SIR
THAT PROGRESSIVE MERCHANT IS SURE A LIFE SAVER HE ANTICIPATES THE NEEDS OF THE COMMUNITY
A FINE HEALTHY CROP AND A SURE PROFIT ALL DUE TO PROMPT USE OF MUNRO'S PARIS GREEN

Are You Looking Ahead?

EVERY community has its dealers who anticipate the requirements of their customers and are always prepared with a sufficient stock to meet these requirements. The customer leans heavy on this judgment and foresight and he should not be disappointed. When the potato bug season arrives "Mr. Dealer" will you be prepared to meet the demand with a stock of

MUNRO'S PARIS GREEN

STRICTLY PURE

(Government Standard)

Manufactured by

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

The first Quarter of 1920 has gone

January, February and March of this year have made a record for "SALADA" that speaks volumes to the listening trader. On March 27th we found our sales for the first 3 months to be

634,062 Pounds **AHEAD** of the corresponding 12 weeks of 1919.

From our figures we calculate that 288,870 more people are using "SALADA" in Canada than were using it a year ago.

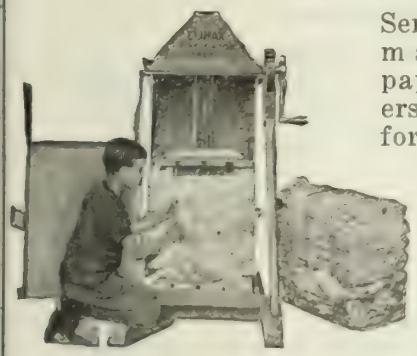
THE VERDICT OF THE PUBLIC IS UNMISTAKEABLE

SALADA TEA COMPANY OF CANADA, LIMITED

TORONTO MONTREAL

WINNIPEG

Make Your Waste Paper Earn a Profit



Serious shortage of materials and paper manufacturers are clamoring for waste paper to be converted into new stock. They are paying **four times** the price offered before the war

"Climax" Steel Paper Balers

turn this by-product of your business into real money and reduce your fire risk. Over 2,000 satisfied users. Made in Canada. 12 sizes. Our Service Dept. will find you a market. Write to-day for **"Free Booklet"** How to Turn Waste Into Money.

Climax Baler Co.
Burton Street HAMILTON, Ont.

WHEAT GOLD

BREAKFAST CEREAL

(Formerly "Wheatine")

—a high grade product made from Canadian hard wheat at our mills at Markham, Ontario.

It is most attractively packaged in a cleverly designed carton that is without a doubt the most striking of its kind on the market; and if present orders are any indication of the future, WHEAT GOLD is bound to make a big "hit" in the world of breakfast cereals.

Get in touch with your wholesaler.

W. B. BROWN & CO.

TORONTO, ONTARIO

ARCTIC Refrigerators

USE LESS ICE

Write To-day for the Free Arctic Catalogue—

Start at once to select your new refrigerator. Start to-day to get the most out of Summer. Write now for the Free Arctic Catalogue.

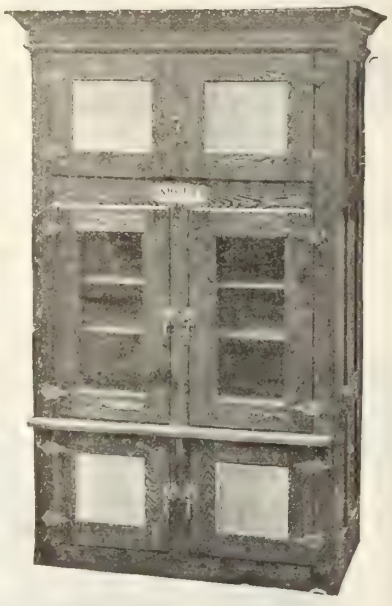
A good Refrigerator will save its cost in no time. Arctic Refrigerators are preferred by most grocers and provisioners for their absolute protection against spoilage, their saving on ice, the attractive appearance they give to a store, their convenient sizes, their strong, durable construction, and what is equally important—their moderate cost. You see Arctic Refrigerators everywhere.

THE ARCTIC model shown here is just the right capacity for the average grocer.

Stands 84 in. high, 46 in. wide and 28 in. deep. Case of ash, dark golden finish, lined with spruce. Ice box and connections of heavy galvanized iron, under surfaces white enamelled, shelves adjustable, and all parts easily separated.

All doors of overlapping type, display doors fitted with two thicknesses of double-thick glass.

The Free Arctic Catalogue shows this and other sizes available, together with Fish Cases, Counter Refrigerators and many other profit-saving refrigeration devices. Write for it.



JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask,; M. E. Watt, 572 Knox St., Vancouver, B. C.

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

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the favorite for making Sandwiches, Salads, Croquettes, etc.

Mr. Grocer

a good idea will appear in every issue of this paper that will help you sell Scotch Snack. "Watch for Them." The first one will appear April 9th. Every idea has been tested and proved successful.

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Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

Many of Your Customers Take It Regularly Every Spring

Everybody knows how good it is as a Spring Tonic—to purify the blood, regulate the liver, improve appetite and digestion, and build up the whole system.

Spring is always a big season for the sale of Abbey's Salt. The big advertisements now running are helping to boom the sales.

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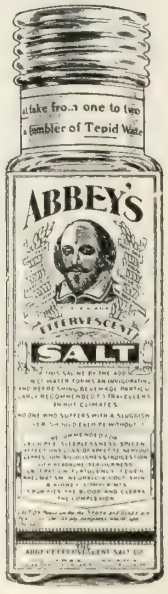


THE ABBEY EFFERVESCENT SALT CO., Montreal

CANADIAN GROCER

VOL. XXXIV TORONTO, APRIL 9, 1920 No. 15

Garnishee Law is Satisfactory Only on a Percentage Basis, Weekly or Monthly

Retail Merchants' Association Objects to Amendment Providing That the Amount of Wages Exempt From Seizure be Increased From $25 to $50—Grocers Express Opinions on Suggested Changes in Garnishee Law

THE proposed amendment to the Wages Act has been brought before the Ontario Legislative Assembly by R. L. Brackin, M.P.P. for Kent County. This bill will have such amendments before it reaches its last reading that the context will likely be entirely changed. The original amendment as introduced by the member from Kent provided that the amount of wages exempt from seizure or attachment be increased from twenty-five to fifty dollars. This was objected to by the Retail Merchants' Association which, together with a suggestion by another member of Parliament, further amendments have been suggested.

As the Act stands, a man drawing his pay weekly has at the best little above $25 to be seized, whereas the man with a monthly salary of the same amount per week has three times the amount liable to attachment in event of his being unable or unwilling to meet his honest debts. This is considered unfair, both to the creditor and to the man who is paid monthly.

What the Sponsor Says

CANADIAN GROCER interviewed R. L. Brackin, the sponsor of the Bill, who said: "The bill is at the present time before a committee and I believe I am safe in saying that before it comes before the House again, its context will be radically changed. I am confident that the section in question will read similar to the same clause in the Michigan State Wages Act, that is, a percentage basis will be determined instead of any fixed sum. In consequence everyone is on an equal footing and the merchant is legally entitled to something in cases where he could get nothing previously. The percentage system will be based on the amount of the wage, the number of the family and the amount of indebtedness. Therefore, according to the final proposed amendment, a man may be forced by law to pay weekly a certain proportion of his income until his account is cleared."

CANADIAN GROCER also interviewed a number of merchants in regard to the matter. E. F. Mason, proprietor of two grocery stores in Peterboro, when asked for his comment on the amendment, pointed out that it would not be very hard to make an improvement on the present law. The grocer is the one tradesman, he said, who is most affected by credit systems. His business is to supply the daily necessities of life and his very goodness often leads him into losses that are easily foreseen. We sometimes cannot bear to see a man's family starve, even though we know our chances for getting our returns are very poor. Every year we allow for certain bad accounts which are no more than charity.

Very Seldom Refuses Credit

"If a man is sick or out of work, few grocers would refuse to give him enough credit to keep his family from want and yet we invariably find that the man who has nothing laid aside for a rainy day is the man who when working catches up on his account, and he goes to another grocer and pays cash rather than face the merchant to whom he owes both money and gratuity. So we lose both our money and our customers. Another thing we frequently find is the man who can least afford to carry a heavy account is the one who is most extravagant in his buying. This requires a great deal of tact on the part of the grocer so that he will not offend and at the same time protect himself and his customer from heavy loss and an embarrassing account. Only on very rare occasions do we resort to legal proceedings, although we are rightfully entitled to it. It is too expensive a procedure to be undertaken every time we wish to extract what little over twenty-five dollars a week a man earns. In my opinion, if the new amendment is adopted it will not only be in justice to the merchant—the grocer especially—but it will be justice to the working man, in that it puts every man on an even basis. It will also have the effect, to some extent, of making the grocer less fearful of his accounts. As a result some really deserving of consideration will not be refused because of the heavy risks the dispensers of the vital necessities of life have to take when they favor their customers with credit.

"The great trouble in the grocery business has been that the merchant's good nature gets the better of his business principles and his cash register suffers too severely on account of this charity. The grocer is more exposed to this than perhaps any other business man."

MAKE GARNISHEE LAW OF REAL BENEFIT

The discussion in the Legislature of Ontario of the Garnishee Law will be of interest to the grocers of the Province, as possibly more than any other class of merchant the grocer is vitally affected by the Garnishee Act. That the original amendment providing that the amount of wages exempt from seizure or attachment be increased from $25 to $50 does not meet with much favor by the Retail Merchants' Association is evident, in the expression of opinion by W. C. Miller, secretary of the Ontario branch. It would have been very unjust to the merchants, it is pointed out, who in times of stress have been bankers to the people. Legislation that will allow merchants a garnishee on a percentage basis that will be automatic, weekly or monthly, until the account is liquidated, will be welcomed by the Retail Merchants' Association. Making use of the present law by the average grocer is too expensive an operation to be used frequently. In most cases the returns are hardly worth while.

Provincial Secretary R. M. A. Dubious

When the first amendment to the present Act was proposed by R. L. Brackin, it met with opposition and disfavor from the Retail Merchants' Association, represented by W. C. Miller, the provincial secretary. Apparently as a result of this representation, the second amendment has been brought forward by the member from Kent County.

"From my knowledge of the present Legislative Assembly," W. C. Miller remarked to CANADIAN GROCER on the proposed amendment, "I cannot readily believe that they will be particularly looking after the welfare of the retail merchants. The present Act has remained unrevised on the statutes for twenty-seven years. The original amendment would have been very unjust to the merchants who in times of stress have been bankers to the people. If, however, the Government would be prepared to give us legislation that would allow us a garnishee on a percentage basis that would be automatic, weekly or monthly, until the account was liquidated, it would relieve matters for the merchant to a great extent.

"The present law requires the outlay of five dollars for every writ issued and in many cases the returns are hardly worth while. Besides this, it is a very easy matter for a dishonest debtor to evade even a writ of garnishee. My personal opinion is that as a result of the first proposal, we can hardly expect any amendment that would concede so much to the retailer."

Grocers Express Opinion

"In my opinion," said D. W. Clark, Avenue Road, Toronto, "no amendment that can be brought up is worth the paper it is written on unless it makes the garnishee automatic weekly or monthly until the account is cleared. As it stands, the writ is far too expensive, both to the grocer and the creditor, to be worth the trouble, when you consider the small amount obtainable on each writ. Why should a law defend a man who systematically works to defraud one who has given him credit? No grocer would enter a claim for garnishment unless he has given his debtor every reasonable chance to deal fairly."

"We would be satisfied," said Wm. Cole, 246 Avenue Road, Toronto, to CANADIAN GROCER, "with even a small percentage rate of garnishment if the law provided that the account be settled before the writ is invalid. At the present time we have to be able to collect five dollars on writ before we have one cent for ourselves. It therefore doesn't even pay us for our trouble and in the majority of cases we stand to lose even the five dollars. The present law is not worth anything to the grocer nor would any amendment be satisfactory unless it provides that the writ is valid until the account is liquidated."

Grocer's Profits Built On Wise Buying

Study of the Prices and Terms Offered by Jobbers is Important With Point St. Charles Grocer—When Conditions Uncertain Close Attention to Buying Important—Grocer Should Respect His Calling More

By Staff Correspondent CANADIAN GROCER

MONTREAL, April 5. — John Carswell, grocer of 617 Wellington St., Point St. Charles, believes that profits are to be conserved when one is buying his goods. To this end, Mr. Carswell has paid very close attention to his buying, and to this attributes at least a large portion of his success he has attained as a retailer.

"There is much in the buying," said Mr. Carswell to CANADIAN GROCER. "I bought my extracts for 1919 for delivery in August, during the month of August preceding, or just one year ahead. Instead of paying $1.05 for a better grade of extracts I bought them for 67½c per dozen. In this way I was able to save a considerable sum."

'Jelly powders are a big line with us and I have built up a big trade in them. I bought them when I considered the price right—at $1.05 per dozen. They are now worth about $1.50. Of prunes I secured the terms and prices of the various wholesale houses, and some were offered at prices ruling at date of shipment. I found that others were quoting a definite price on delivery date and I finally adopted the plan of buying from one of these houses and booked at 16½c per pound. The market went down to 16c and then reacted to 19c and 20c. But I had bought at considerable saving and was able to sell at a fair price and make a good profit. I prefer to have a definite price quoted on delivery."

A Small Space is Made to Serve

While Mr. Carswell does not enjoy the advantages afforded in a good-sized store he does make good use of the space at his disposal. "I can easily expand as my business grows and am looking forward to enlarging my store," he said. "My greatest handicap is that of a limited amount of storage. This makes it very awkward at various times, but I have found it a good plan to keep expense down and put up with the inconvenience. In these times when the overhead costs of conducting business is so much higher I consider it good business to conserve expense and not to make expenditures that will eat up all the profits." The Carswell store is located in a well-populated district and Mr. Carswell said that he always had a good location. It will be increasingly valuable he believes, and when conditions are more normal he means to expand his store premises.

Check Bills Carefully

There is one thing which Mr. Carswell believes to be rather carelessly conducted by some merchants and to which he has given considerable care himself. It is in the matter of checking up invoices either when they are received or when the goods come to hand. The totals of an invoice may be wrong or if they are not when a statement is sent in with the totals of several invoices on it the statement may be extended or added up wrongly. Because of the possibility of mistakes occurring, Mr. Carswell has been very particular to check up all items for which he must pay. "I do not see why a man should pay his money out until he knows just what he is paying it for, and if the amount is right. I have spoken to various salesmen that come into the store and they agree that I am right. I am very particular to know that when I make out a check for a certain amount, I have received value for my good money, and I have a perfect right to check matters over carefully and take this attitude. It saves paying out good money which would represent a lot in a long run, and I am strongly in favor of very careful checking up for these reasons."

The Grocer an Expert

Mr. Carswell is one of the grocers who believes that his vocation is a very important one and that as such, grocers generally should look upon their business as one of the leading enterprises commercially, to-day. "I am in favor of a school in this country for the education of grocers, similar to those which are founded in the Old Country. There we were apprenticed for several years and learned the business thoroughly. We were required to do everything from sweeping out the store to learning the most technical sides of the business and when we had finished our apprenticeship we were entitled to a certificate from the Association of Certificated Grocers. Before being eligible to attend them I had to have a certificate from the Royal Agricultural College and the Royal Technical College. I think that such a school in this country would be of value

Saves $2,000 the First Year Under Cash-and-Carry Plan

Commencing last July to conduct his business on a cash-and-carry basis, Clifford Williams, Renfrew, Ont., declares that the new system has worked well, and he is more than satisfied with the results. The above reproduction shows the arrangement of his store, and the layout is an attractive one. Note the counter for meats in the centre, also the slicer conveniently situated. The store is spacious, and appears to be so arranged as to render the best possible service. A sign, "Get the Habit, "CASH AND CARRY," is displayed prominently, and at once tells the customer the basis on which business is carried on.

In the first six months under this plan, Mr. Williams told CANADIAN GROCER that his turnover approximated $25,000, and that he anticipates his saving in the first year would be $2,000. The elimination of delivery, he maintains, and the losses as a result of breakages in accidents, and such like, is a big item, and a worry he is glad to be rid of. Mr. Williams has allotted his saving in delivery more to store trimmings and conveniences rather than to sensational price-cutting, aiming to give his customers the best possible service in a cash-and-carry way. Prices, too, however, have also been made an attractive feature.

to the merchants of the country. The grocery business should be placed on a higher plane, and I hope that something along this line can be done."

Mr. Carswell, of course, is interested in keeping himself well posted, and to this end is an advocate of a good trade paper. In keeping oneself posted on the market conditions and in finding out what other merchants are doing in various parts of the country a medium of this kind can be made valuable as well as interesting. Just as the mechanic needs good tools with which to do his work, in like manner the grocer needs good advice in order to make the greatest success of his business.

Four Years' Uncertainty

"During the war period—the past four years—it has been necessary to watch the market and buy ahead with due care. My business to-day is about four times what it was when I started several years ago. In buying I plan to place my order for as much as I had last year, plus 25 per cent. to 30 per cent. to take care of the increased business I expect to get. This figures out well in the long run, and I have little stock over," concluded Mr. Carswell.

Crosse & Blackwell to Build in United States

Planning Also to Erect Factories in India and South Africa—Further Extensions Being Made and a New Stock Issue

LONDON, Eng. — (Special) — The Canadian trade will be interested in the further expansion of Crosse & Blackwell, Limited, London, Eng. This firm has been making a new stock issue of £2,625,321, 7½ per cent. preference shares. The new company has been formed for the acquisition of and has acquired or controls the whole of the share capital of Crosse & Blackwell (Manufacturing Company), Limited; James Keiller & Son, Limited, and E. Lazenby & Son, Limited; and also controls Cosmelli Packing Company, Limited; and Robert Kellie & Son, Limited; the company has also agreed to acquire the businesses of Batger & Co., and Alexander Cairns & Sons.

The original firm from which Crosse & Blackwell was evolved was founded in the year 1706; that of James Keiller & Son in 1797, and that of E. Lazenby & Son in 1776.

The products of the allied companies comprise, amongst others: Soups, vinegar, sauces, pickles, jams and marmalade, canned fish and potted meats, cocoa, chocolate and confectionery of all kinds, bottled and canned fruits, spices, flavoring essences, salad oil and cream.

The policy of the company, according to the prospectus, is to "extend and develop its business not only in the home markets, but also in British possessions and foreign countries. To that end the necessary land for the erection of a factory in India is about to be acquired; the erection of factories in South Africa and the United States is contemplated in the immediate future; and the establishment of other factories and agencies in other parts of the world is under consideration."

Growth and Development of Canning Industry

First Experiment in the Preservation of Foods Was Made in 1795 —First Success Reached in 1804—The Process of Canning Green Peas

Written by R. McPHERSON, Picton, Ont.

EDITOR'S NOTE.—This is the first of a series of articles on how vegetables and fruits are canned and on the care that should be given them by the trade when they take them into possession. The series is being written by R. McPherson of Picton, Ont., who has been in the canning business for many years, and who understands the ins and outs of manufacture, storage, various grades, etc. These articles will prove of value to retailers and wholesalers, because they will provide information which will be important from the standpoint of making the most of canned goods in their selling methods from time to time. The next article will appear in a couple of weeks' time.

HOW MANY of CANADIAN GROCER readers who handle foodstuffs have ever given any thought or study to the manufacture or production of an article of such value to the people as canned goods?

It is a far cry from the time of Nicholas Appert who began experimenting to find a means of preserving foods in 1795. He worked on the subject continuously, or nearly so, as his means would permit, and had his first success in the year 1804. He published his results in 1810. The apparatus N. Appert had to work with, namely bottles and corks and an open bath, would appear crude to us to-day, who have scientific means and wonderfully intricate machines to help us prepare and preserve the surplus fruits, vegetables, meats and milk of all countries.

Problem of Container

The problems Appert had to work out were quite different to what they would be to-day. His first problem would be to find a suitable container which could be rendered airtight. Our conception of an airtight container and one of his time would be entirely different. So long as containers did not visibly leak apparently they would be satisfactory in those days. His second problem would be to find the proper sterilization of the article to be processed, but his deductions have been proven to be entirely correct so far as the introduction of heat and exclusion of air from container are concerned. But scientists have taken up the work introduced by Appert and have produced an article for our table which we all can enjoy at every season, and in comparison with other foodstuffs are the most sanitary and cheapest article of diet on our table to-day.

100 Canneries in Ontario

There are over 100 canneries in Ontario at present given over to the canning and preserving of all kinds of food, such as fruits and vegetables, meats and milk, but the most numerous are for the preserving of fruits and vegetables, for the growing of which this country is wonderfully adapted. In fact, no finer fruit can be grown anywhere. These factories have been built at great expense and are equipped and are maintained in the most sanitary manner. They are regularly inspected by qualified Government inspectors, which insure to the consumers that everything they buy has been packed and is fit for human consumption.

Most of the canneries are wonders of efficiency, being equipped with the most expensive machinery for the handling of all kinds of produce from the raw material to the finished article. Machines are all designed to be continuous and automatic, which eliminates the handling of food by the human hand as far as possible. A walk through one of these model kitchens while in operation is a wonderful education to those of us who have not given any thought or study to the manner in which our food is prepared and manufactured ready for the table.

Canning of Green Peas

A short description of how these goods are prepared ready for your shelves and for the tables of our busy housewives will be interesting. Our first article will be green peas.

Dr. Harvey Wiley, the noted pure food expert of the United States, speaking at Cleveland, Ohio, used an illustration which I will pass on to you, as it applies to us here in Canada as well as to our neighbors across the line. He said:

"If you will read your Bible you will find that when Daniel was in captivity, by his great wisdom he attracted the attention of the King and was offered a seat at the King's table, which he declined, but he asked to be allowed to eat their own food for a period of ten days, and then to be compared to the company who ate at the King's table. Now, what did Daniel eat in those ten days (pulse, or peas), and drank water, which, by the way, was the first prohibition experiment which we read about. At the end of ten days it was found that they were fairer to look upon than those who sat at the King's table, and so he gained great vogue in the royal favor and was appointed to the highest position in the Court because of this little experiment in food."

Peas are one of the most staple and most nutritious of vegetables in our diet to-day and when properly prepared are a luxury which all can enjoy, rich and poor alike. Peas are contracted for from the farmer by the canneries during the winter months, and canners supply the seed from which the green peas are cut, and are the standard garden variety, which is most suitable for canning purposes. Peas should be sown as early as ground will permit on good strong soil, and should be sown at intervals so as to make the operation of canning continuous so long as the season lasts; those sown later in the season are liable to fungus, which destroys the crop for canning purposes.

Peas are usually fit to cut about the last week in June or first week in July and are brought to canneries in the straw. Open sheds are provided so that a current of air passes through them, to prevent heating. The canneries are equipped with huge threshing machines called viners and are capable of threshing four loads per hour, and are a marvel of efficiency, separating peas from vines without splitting and with scarcely any waste.

The next operation is cleaning or separating all foreign matter such as chaff, stones or thistles, and the peas are now ready for grading.

Four Grades of Peas

Peas are usually graded into four grades or sizes and it is at this stage they derive their trade name, such as "Petit Pois No. 1," "Sweet Wrinkles No. 2," Early June No. 3," and "Standard No. 4," No. 1 or "Petit Pois," being the small tender pea; and "Standards," or No. 4, the full-grown pea. About 60 per cent. of the run are "Standards," which accounts for them being cheaper, but since the season of 1919 all grades are divided into three classes, namely "Standard Quality," "Choice Quality" and "Fancy," with price to suit. All qualities are distinctly printed on the label and must comply with grading.

We will now go on a little further in our operation, which brings us to the sorting table, where a number of women are working over a movable belt sorting out the ripe peas which have crept in. They next go to a washer and are thoroughly washed in a rotary machine which sprays peas as they pass through from the washer to the blancher. Here they are boiled in soft water for a few

minutes to soften the tough shell and set the color. From the blancher they are returned to the washer again where they are rewashed to cleanse them thoroughly before putting them in cans.

We next go to the filling machine, which weighs out peas and syrup and fills each can exactly alike. It handles 4,800 cans per hour. They are now ready for the sealing machine, which puts the top on the can and closes the same with the use of either solder or acid. Cans are now loaded in iron baskets or cages and are now ready for cooking, which is done in large steel retorts, which hold 1,100 No. 2 cans at one filling, and are cooked under pressure for several minutes. When done they are immediately cooled by dropping in a large tank of cold water. They are now put in boxes and stored ready for labelling and shipping to all parts of the country.

Care in Storing

Canned peas, and in fact all goods, when received should be stored in a dry room where temperature is not subject to change. The room should be kept at about 60 or 70 degrees to insure against loss by rust and swells. If canned goods are allowed to sweat it destroys the appearance of labels, especially if same are white, by causing rust spots to appear and show through. It also has a tendency to eat through the tin plate and cause pin-holing, which means the entire loss of goods.

Finds No Blame for Retailer

Retailer's Gains Not Higher Than Those of Manufacturer and Wage Earner—Stock Turnover the Deciding Factor in Profits

By PROF. MELVIN T. COPELAND, Director of the Bureau of Business Research, Harvard University; Director of Economic Research, War Trade Board

WE have heard a great deal during the last three or four years about profiteering in retail and wholesale trades. From my observations I judge that many of these accusations are unjustified. Business has been active in most trades, and failures have been less frequent than in normal times. Yet I doubt seriously whether there are more frequent instances of abnormal profits in retail and wholesale businesses than in manufacturing or among wage-earners and farmers. All along the line we have seen higher prices, higher incomes, and higher expenses. Clergymen, school teachers and college professors are about the only classes who have not had a share in these larger monetary incomes. The dollar has truly fallen in value, but not because of the machinations of merchants. So far as I can judge the cost of doing business has gone up in retail and wholesale trades about as rapidly as prices and profits have advanced.

As director of the Harvard Bureau of Business Research, I have had an opportunity to learn the cost of doing business in several trades. In the retail grocery business, for example, reports were received from 197 grocers on the cost of doing business in 1918. These reports were in detail. The merchants who supplied them were located in all parts of the United States. I am confident that they are fully typical stores and that the results that they show are a fair guide to the cost of doing business in retail grocery stores generally

The average cost of doing business in these retail grocery stores in 1918 was 14 per cent. of net sales. This figure for total expense included rent, whether the store was leased or owned, proprietor's salary, and interest on owned and borrowed capital. The average gross profit in these stores was 16.9 per cent., the average net profit was 2.3 per cent. of net sales. The highest figure for net profit that was shown by any of the reports received was 9.29 per cent. On the other hand, a number of stores showed a loss, the highest net loss being 6.05 per cent. of net sales.

Grocery Trade Expenses

Two of the largest items of expense in the retail grocery trade are wages of sales force and delivery. The common figure for wages of sales force in 1918 was 4.7 per cent. of net sales. In many stores it appears that a saving could be made in sales force expense. This could be done by working out plans to economize the time of the salesmen. In the store that arranges its stock so as to enable the salesmen to wait upon customers in as short a time as possible, sales force expense is generally low. We have found many stores, however, in which the goods are not arranged upon the shelves in accordance with a well thought out plan for saving the time of the salesmen.

Under the stress of war conditions some economy in delivery service has been brought about. Yet there is still a chance for further saving in many instances. The average figure for delivery expense, including both wages and other delivery expense, was 2.4% of net sales. In those stores that used a co-operative delivery system the delivery expense was cut in half.

The burden on the public of some of the poorer management methods in use in retail stores is much greater in my opinion than the burden of excess profits. I believe that we are on the road to improvement. I am an optimist, you see. An optimist, I may add, is a man in the dark who can see a gleam of light where there is none. The pessimist is the fellow who sneaks around and puts out that light.

As regards the wholesale grocery trade, the average cost of doing business in 1918 was 9.1 per cent.; the gross profit was 11 per cent. and net profit was 1.75 per cent. of net sales.

Opportunities for Economy

The statements that I have made regarding opportunities for economy in the operation of retail grocery stores would apply with some modification to the other retail and wholesale trades. To my mind there is unquestionably an opportunity for improvement in the methods by which most of our retail stores are operated.

Take the matter of stock-turn, for instance. In the retail grocery trade in 1918 we found stock-turn ranging from 1.8 times a year to 27 times. The common figure was 7.9 times a year. Now, in 1918 over one-fourth of retail grocery stores that reported turned their stock less than 6 times a year. A substantial number of them turned their stock less than 4 times a year, and yet there were several instances in which the stock-turn was over 20 times. It is significant, I believe, that the grocery store with the lowest total expense, namely 9 per cent. of net sales, had a stock-turn of 18.4 times a year.

In the wholesale grocery business, similarly, there is a wide variation in the annual rate of stock-turn. The lowest figure for stock-turn in 1918 was 2.48 times a year and the highest 19.03 times a year. The average was 5.2 times.

In practically every instance we have found on testing the figures that the stores with a high rate of stock-turn were operating at a substantially lower expense than were the stores with a low rate of stock-turn. Furthermore there is less loss through depreciation, shrinkage and obsolescence in stores which turn their stock rapidly.

Ignorance of Costs

We have found in the course of our investigations many instances of merchants who do not know what it costs them to do business. We frequently have merchants tell us specifically that they do not know what their total expense is. In the retail grocery trade many take no annual inventory.

As regards expenses, an even larger proportion of the retail merchants, I believe, have no accurate knowledge of operating costs. For example, one retail grocer who received one of our blanks last spring returned it to us with the statement across the face, "I have no detailed records, but my cost of doing business is 5 per cent."

(Continued on page 32)

The Season to Advertise Canned Fruits

Make the Advertising Tell a Story—Show the Contents of the Can as People Like to See What the Goods Look Like

WE have come to the season of the year when the full jars of fruit in the fruit cellars are rapidly decreasing and their place is being filled with empty ones. The housewife is looking around for something from which she can make pies or some other dessert to top off that delightful dinner which never fails to bring a smile and a sigh of contentment from "friend husband," and all the small fry sitting around the festive board, for after all the greatest hours of enoyment are spent around the family dinner table. It is a pleasure that is enjoyed by all, rich and poor, because it is necessary to our very existence.

The psychological period has arrived when the grocer would be wise to give special attention to the canned fruit department, to bring those extra cases from the warehouse and display them in a prominent position in the store and also trim the windows. To put a little human touch into the advertisements that would arouse confidence, appetite and desire.

There is such an endless variety of fruit put up in cans that the advertiser has an open field to work in.

Talk to the public through the advertisements in the same manner as you do to the customers in the store. For example you would probably tell her something about canned peaches that would make her mouth water. The peaches being peeled, halved and cooked to perfection in a heavy syrup which fully retains the luscious mellow flavor.

Then the pears that roll out of the can whole, clear and transparent that are at once a delightful, appetizing sight.

The red, the black and the white cherries that are not too sweet but have that tasty taste which appeals to the majority of people.

Strawberries that are preserved whole and therefore especially adapted for shortcake or served with whipped cream.

Raspberries, thimbleberries, blueberries, plums, black and red currants have all an interesting little story that could be told that would assist in making sales.

Then there are the delicious pies to be made with canned pumpkins. The scrumptious tarts with canned cranberries and the irresistible salad made with sliced pineapple.

Tell about the jellies that are made from fully matured fresh fruit with all the skins and seeds removed, retaining all the delicate rich flavor, and about the marmalade and jams that are so appetizing and satisfying with the toast and coffee for breakfast.

Make your advertising tell a story, something about the article that is being featured. Say something about the contents of the can: the color, the flavor, whether it is sweet or sour, if the syrup is thick or thin, peeled, pitted or otherwise. People like to know what's in the can: the package may have an attractive label, but it does not show the contents, and as it is the contents that the customer buys, naturally that is what she is mostly interested in. Open a can and dump it out into a dish on a busy day and you'll be surprised and delighted with the extra sales and also the interest the customers will manifest.

Have You Seen Those Luscious Peaches in Cans We're Selling?

Open up a can of these peaches and see the lumps of golden lusciousness roll out in the thick syrup.

Large cans at .....

RED PITTED CHERRIES that have the real, fresh flavor.

At a can .....

STRAWBERRIES preserved whole in a heavy syrup. Fine for shortcake or served with whipped cream.

At a can .....

SOMETHING FOR PIES?

Canned pumpkin makes just as nice pies as the fresh pumpkin with half the bother and there are two splendid fat pies in every can.

CANNED PUMPKIN at a can .....

For those scrumptious tarts just try **CANNED CRANBERRIES.** You have a treat in store. At a can.....

HUCKLEBERRY PIE?

They're great made with canned huckleberries.

At a can .....

Our Phone **4600** is at your service

Jones & Company

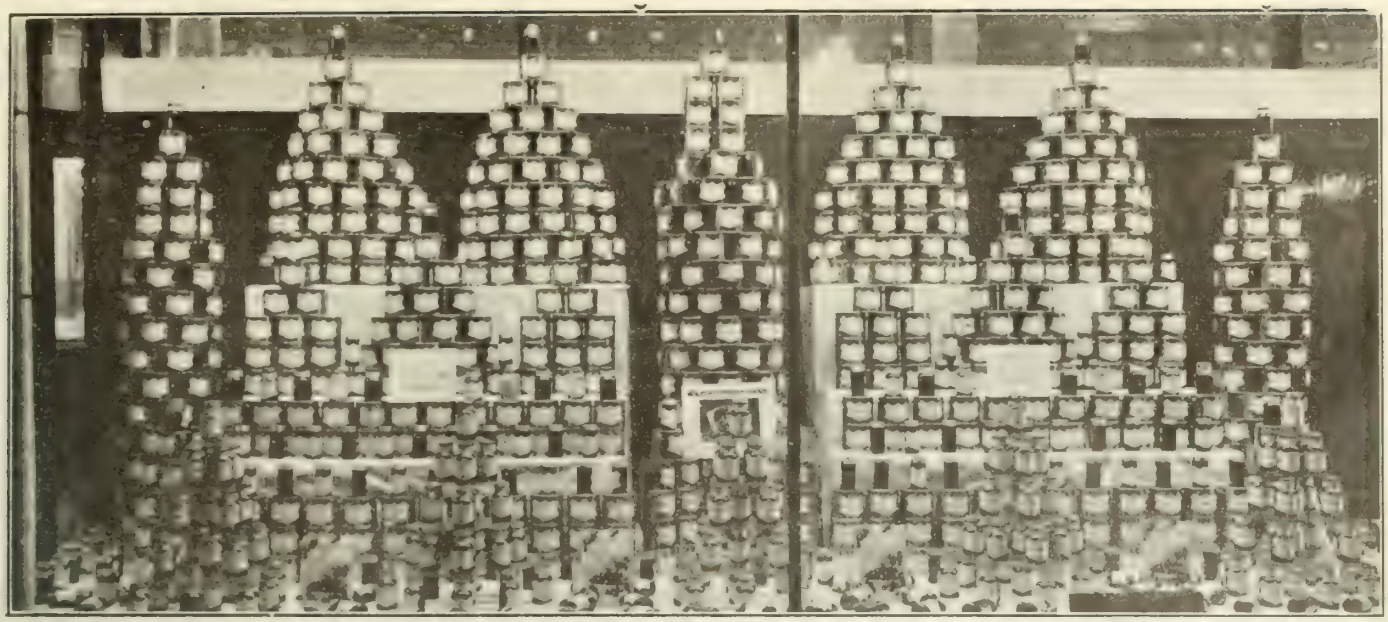
A specimen advertisement to assist the sales of Canned Fruit.

NO BLAME FOR RETAILER

(Continued from page 31)

Even under present conditions, while losses are less frequent than in ordinary times, there are still quite a number of retail stores that are being operated at a loss. There probably are some others, on the other hand, that have been taking abnormal profits, and it certainly is not my purpose to excuse such merchants in any way from their public responsibilities.

We can look ahead to a period of great business prosperity. Yet before we realize that we will probably have to go through some readjustments. The active demand in retail trade that is now resulting from inflation is particularly unstable. This demand seems to have arisen largely from consumers who have enjoyed a sudden rapid increase in their incomes. Workmen are buying silk shirts and other luxuries to which they were not previously accustomed. Certain other classes of consumers have reaped abnormal profits, which they are spending more or less recklessly for the immediate satisfaction of their wants. In the meantime, our productive facilities are not being sufficiently expanded. Our railroads cannot afford to increase their facilities extensively at these high prices. Manufacturers are cautious regarding the expansion of their plants at the present scale of costs. There is an accumulated demand for new homes; yet this demand is not being filled because prices for building materials and labor are so high. In other words, the great demand that we have witnesesd in recent months is not primarily the demand that has accumulated during the war, but rather a new demand that has resulted from inflation. Sooner or later the accumulated demand of the last four or five years will have to be taken care of, and eventually the process of deflation will help to bring this about.



A splendid window display of jams that shows great selling power.

Higher Prices on Flour Likely

Millers State That the Mills Are Running at a Loss and Have Asked Government to Modify the Regulations of the Wheat Board

"HIGHER prices on flour are inevitable" stated a large manufacturer of flour to CANADIAN GROCER. "Our mills have been practically running at a loss for some time, due to the restriction set on the price of flour by the Canada Wheat Board. Of course when we were exporting and running our mills full steam ahead we were able to make a profit on the turnover, but now with the lack of exporting and the increasing cost of manufacturing it is impossible to operate without showing a loss."

A delegation of Canadian millers has waited upon the Government to discuss the serious situation which Canadian mills are facing as a result of the action of the Canadian Wheat Board in continuing the restriction on the price of flour on the Canadian market and have also asked the Government to modify the regulations of the Wheat Board and to co-operate with the millers in inducing the foreign buyers to take a reasonable amount of flour rather than all wheat.

Then again, bran and shorts have almost disappeared from the market. Production of these lines have been exceedingly limited. This fact is a serious one for the dairy farmers of Canada and undoubtedly will have some influence on the Government when considering the wishes of the millers. The following table gives the available information as to exports of grain and grain products from Canada in the month of December with comparisons:

	1918	1919
Wheat, bus.	1,056,824	7,640,828
Oats, bus.	1,152,257	2,379,810
Barley, bus.	11,132	932,379
Rye, bus.	30,409	101,347
Buckwheat, bus.	50,222	13,370
Flour, bbls.	1,204,117	1,236,564
Millfeed, 100 lbs.	.....	40,732
Oatmeal, 10 0lbs.	.....	73,824
Screenings, 10 0lbs.	.....	135,710

Of the total amount of wheat shown for December 1919, 5,833,827 bushels went to the United Kingdom and 1,359,800 bushels to the United States.

The distribution of wheat flour for the month of December was as follows, in barrels:

	1918	1919
United Kingdom	712,570	661,635
United States	.....	1,271
Belgium	.....	22,875
Bermuda	6,134	2,239
British Guiana	19,779	21,180
Barbadoes	5,254	6,603
Jamaica	8,339	16,319
Trindad	23,943	38,721
Other Brit. West Indies	7,763	9,441
Denmark	2	23,009
France	362,231	101,506
French West Indies	.....	335
Greece	.....	195,590
Italy	10,285	.....
Newfoundland	47,259	76,365
Other countries	558	59,475
Totals	1,204,117	1,236,564

WIRE BASKETS FACILITATE THE HANDLING OF ORDERS

Using wire baskets to facilitate the handling of orders by the clerks, works to advantage in the store of George H. Sherwood & Co., James Street, St. Catharines, Ont. The wire baskets never leave the store. They are not used for delivery purposes, but only by the clerks. It appeared a splendid idea to the representative of CANADIAN GROCER, who recently paid a visit to the Sherwood store, and one that could very easily be adopted with great satisfaction, in most groceries. As each clerk fills an order, he puts the various articles in one of these wire baskets on the counter. When the order is filled, it is moved to the rear of the store, where the delivery man gets the goods, transferring them to another box or basket for delivery to the home. "It avoids a great deal of confusion in the doing up of parcels," Mr. Sherwood remarked, "and greatly facilitates the handling of orders. It prevents mixing up the parcels, as used to occur sometimes, and gets them away from the counter. We wouldn't be without these wire baskets for anything, as they are great savers of time and labor."

OPPOSE PROPOSED GROSS SALES TAX

Vancouver. — Secretary George S. Hougham of the Retail Merchants' Association reports that the retail trades are opposed to the proposed gross sales tax of the Dominion Government. The grocers at a recent meeting considered the announced plan and drafted a resolution disapproving the tax on the ground that the additional burden on the transfer of commodities from the producer to the consumer compels the grocer to advance prices to protect himself. A system of direct taxation was favored if additional taxes were necessary.

Planning the Layout of a New Store

Getting the Full Value From the Store Fixtures—Proper Arrangement of the Store Creates Sales and Leaves a Lasting Impression Upon the Customer

Written for CANADIAN GROCER by J. L. WYCKOFF

THE following letter has recently been received by CANADIAN GROCER from W. W. Miller, general merchant, Biggar, Sask.:

> "As a reader of your valuable paper I am taking the liberty of sending you a plan of my present store, 30 x 60, to which I am building an addition, 25 x 102. I am cutting out part of the wall between, leaving an opening of 40 feet. The other 20 feet is a stairway going up from the outside and down in the basement from the inside. Now I wish you would give me your best idea of laying out each department so it will be the most up-to-date and the most profitable. I have a stock of $75,000, consisting of dry goods, boots and shoes, men's wear, ladies' wear and groceries. I hope I am not asking too much and will favor me with a reply."

The planning of the layout of a store is very similar to a game of checkers. Each department is placed to the best advantage in respect to creating the greatest number of sales with a minimum of labor.

I know of an instance where a silent salesman show case, nicely trimmed with a certain line of merchandise, was located in a store but did not make any profit for the business; in fact, the sales did not even pay the interest on the investment. Several months slipped past and the proprietor commenced to think that he had landed a dead line, and that his customers did not want those goods. As a last resort he had the case removed to another part of the store with the result that from the very first day sales of that particular line increased and soon became the most profitable department.

Another item that should be taken into consideration is the help problem. In these days of high cost of labor and the difficulty of procuring efficient help, make the layout of the store very important. A store that is correctly laid out will take less help to conduct the business than the one that is carelessly arranged. This equally applies to both fixtures and stock.

Men Like to Get Served Promptly

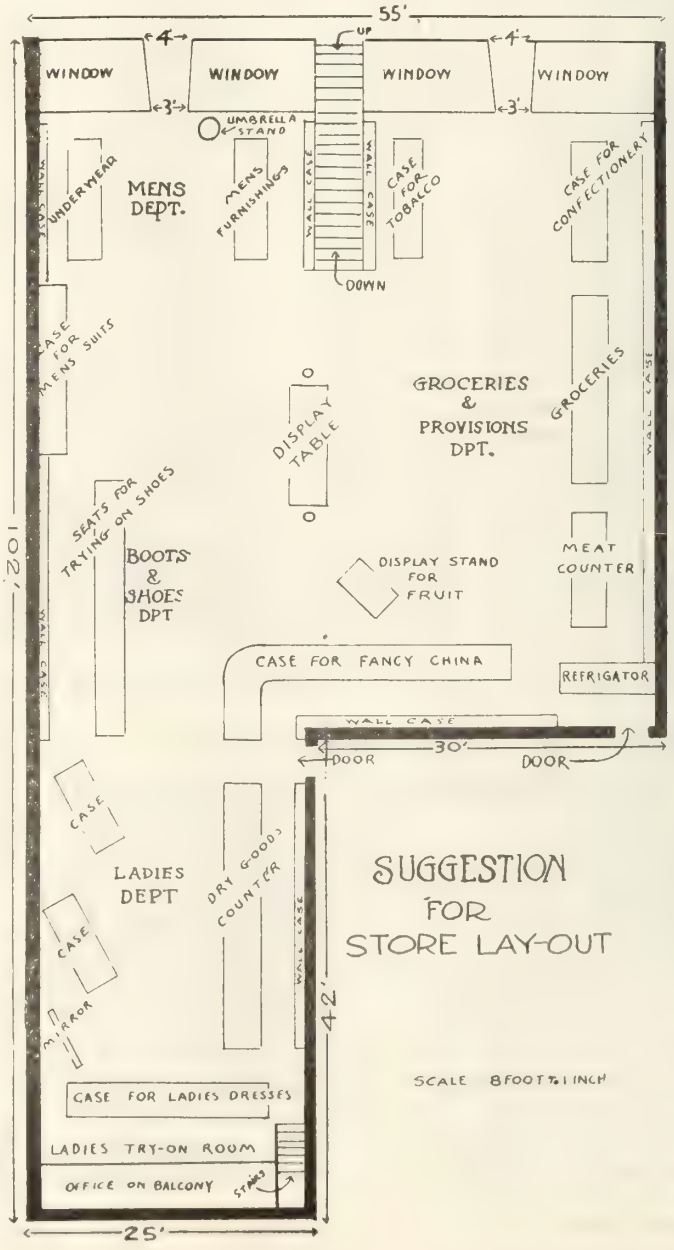
In the plan illustrated you will notice that I have placed the men's furnishings to the front, this is because the men as a rule prefer to shop in a store where they can get served promptly and without the necessity of travelling the length of the store to get what they need. Men are more in a hurry than the women folks and consequently like to deal at a store where no unnecessary delay is incurred. They just like to drop in, buy their collars, ties and whatnot and be off about their other business. The umbrella case is also near the door so people cannot fail to see it, both coming and going.

The ladies like to take their time to shop—which is good for business—so we'll put the ladies' wear department in the rear where it is nice and quiet and the ladies can then take their time examining the furbelows and pretties to their hearts' content. At the rear of the grocery department, we'll put the chinaware. Ladies and others like to look at pretty china and glassware, so we'll place this case in such a position that it will immediately catch the eye from the dry-goods side and also from the grocery side.

Position of Candy Department Important

The tobacco case is also near the front for the same reason that we placed the men's furnishings near the front.

Now as men folks are becoming large purchasers of candy, it is essential that we place that department on the other side of the doorway right opposite to the tobacco. Following along this side we come to the grocery, meat counter and also the refrigerator so placed that a passageway is left leading to the door at the rear of the store. In front of the china case, and off to one corner, we'll place a stand for displaying fruit and in the centre between the two stores a double deck table that can be used for displaying bottles of olives, pickles, jams, etc., or for a special that is on sale from any department.



There is no mention made in the letter in regards to an office, so we'll take it for granted that one is necessary and build it in the rear of the ladies' wear department in the form of a balcony with the ladies' try-on room beneath.

If dry goods and ladies' wear are featured more than groceries, then just reverse these departments; putting the ladies' department over where we have placed the groceries and the groceries in the space now marked up for ladies' department and letting the other departments stand as they are in the illustration.

If a cashier system is installed I would suggest that the cashier and desk be located in the centre of store where we have placed the double deck display table.

Rumor of a Tax on Sales in Canada

Outline of Workings of a Tax Which It is Rumored May Become Effective in Canada—Suggestion of 1 Per Cent. Tax on Sales

ALTHOUGH it has been intimated that the budget speech may not be expected before May 1, there are many men in the business world who are wondering just what the Canadian Finance Minister will propose in the way of taxation. It is well known that present methods of taxation have been faced with considerable criticism. Grocers throughout Canada have been interested in rumors which have been circulating to the effect that a tax on sales may form the basis of a new method of taxation in Canada. Many inquiries have been made as to just how this tax could be applied and with what result. It has been rumored that the tax, if made effective, would be on the basis of 1 per cent. on sales. Thus an article of foodstuffs passing from the raw material stage to the manufacturer, thence to the wholesaler, later to the retailer, and finally to the public, would be subject to a tax of 1 per cent. on four or more occasions.

A special edition of the "Bache Review" covers the question from several angles. While the Review urges a tax on sales as an economic tax which should be substituted for the present methods of business taxation in the United States, the points covered are equally as interesting to the Canadian business man as to the business man of the United States. After referring to the present methods of taxation in the United States as a destructive tax system, the Review outlines the proposed tax on sales as follows:

An Economic Tax Should Be Substituted

"There is only one way to escape this, and that is through a tax on sales, in which every citizen of the United States, as well as any foreigner who may live within our shores, will pay equally toward the expenses of the Government and have his stake in the country.

"A small tax, say 1 per cent., on sales, while it would produce in the aggregate an amount large enough to make it unnecessary to keep the excess profits tax in force, might be large enough even to reduce the surtax on income and would bear so lightly upon the individual that its existence would be scarcely perceptible.

"It would be, in effect, a flat percentage of 1 per cent. against volume of business, to be paid monthly by every corporation, partnership, association or individual in business.

"In the case of banks, brokers, jobbers or commission men, the percentage should apply on 'Gross Income' before payment of operating expenses, rather than against gross volume of business handled.

"The turnover in the United States for the year 1919 is estimated by a competent financial authority at between 1,400 and 1,500 billions of dollars. These figures have been arrived at by using a method employed by Prof. Irving Fisher. Mr. Fisher estimates the circulation of money and of checks, adds the two, and obtains a figure for the value of goods bought. His 1918 figures showed a total of 1,269 billions of dollars. The same method shows an approximation of 1,484 billions for 1919.

"From this amount must be deducted the turnover on the various exchanges — grain, cotton, stock, the sale of securities, municipal, corporation and others — but we do not think that these amount altogether to more than 500 billions of dollars. This would leave 1,000 billions of dollars to be taxed, but if we reduce this by half, if it should develop that duplication in the figures amounts to any such percentage, we would still raise 5 billions of dollars by this tax.

"That is, a tax of 1 per cent. on sales of 500 billions of dollars would produce revenue of 5 billions of dollars a year.

Advantages of a Tax on Sales

"The analyses appearing herewith show the tax of 1 per cent. on sales worked out for three of the important products of the country, and while this shows that the tax is duplicated several times during the progress of these commodities through business channels, the tax falls only once upon the same class of business men.

"In the case of the loaf of bread, the ultimate purchasers do not have to pay more for their loaf, and the tax would be absorbed by the seller in the various movements which the wheat makes until it reaches the ultimate consumer. On beef, the maximum would be 1 cent per pound, and the same rates would apply to hog products.

"The advantages of this tax would be that it would be equally paid by everybody in the country, and might lead, perhaps, to thrift, since those who wish to avoid paying taxes would only have to decrease their expenditures.

"If any such amount can be raised as would appear probable, predicated on the figures submitted, all income taxes on incomes of $5,000 or less would become unnecessary, and a nominal income tax on all other incomes would be sufficient. To-day an income of $5,000 pays between $120 and $160. Under the new tax, if it is expended in toto for the purchase of commodities, the income of $5,000 would pay a tax of $50, assuming that every article purchased has had the tax added and the consumer has had to pay it. But on many articles the tax is so small that it is absorbed or paid by the seller out of his normal profits and not added to the purchase price.

"This tax can only be consistently levied and collected if paid by the seller, and should be evidenced in the working out of the tax by stamps on receipts, where books are not kept, or by charges against turnover as shown by merchants' books less any allowance for stamps given on receipts. It would be the simplest tax that could be collected, and there need never be any dispute as to the amounts of individual taxes, as now arise in a multitude of cases under the present tax laws. It will require a very much smaller staff to collect, and practically no expert service. It will materially reduce the expenses of the Government in collecting taxes, and the yield can be very closely figured, and cannot materially shrink or increase by temporary developments in values or the volume of trade, since the turnover in the volume of the country's business rarely fluctuates more than 10 per cent. in a year.

"Realizing that this tax is such a radical departure from any other system of taxation now in use in this country, a campaign of education becomes an important essential. We are taking the liberty of putting this before you with a view of enlisting your interest in the movement and your aid in spreading the doctrine in your locality, bringing all the influence possible to bear on legislative bodies in Washington, so that full consideration may be given it."

APPLICATION OF THIS TAX

ON BREAD

In estimating the effect on the price of a loaf of bread, the tax would be levied first when the wheat leaves the producer; second, when it leaves the miller; and, third, when it leaves the retail grocer or the baker. Prices and taxes would be as follows:

When It Leaves the Farm

	Price	Tax
One bushel of wheat would be sold for, say..	$2.00	$0.02

When It Leaves the Miller

4½ bushels of wheat to the barrel, with flour averaging $12 per barrel, would make one bushel of wheat in flour, worth.....	2.67	.0267

When It Leaves the Baker

A barrel of flour makes from 260 to 270 loaves of bread. One bushel of wheat is two-ninths of a barrel of flour. This would make 60 loaves to a bushel of wheat. Figuring these 60 loaves at an average of 8c to 9c per loaf, price would be	5.10	.0510
This would make the total tax on all sales of a bushel of wheat, from wheat, to flour, to bread		$0.0977

This tax thus far — approximately 10c — is the total price to be added to the 60 loaves of bread on account of the 1 per cent. tax on sales progressively from the farm to the consumer.

This total tax, if passed along, is so small, amounting to less than one-sixth of a cent per loaf, that it could not be added to the price per loaf to the consumer. It would probably be passed on by the miller and be paid by the baker; but would be such an infinitesimal reduction from his profits that he would be almost totally unaffected.

These calculations are based on only three sales, from farmer to consumer; but if one or two more sales of the wheat take place it would still leave the tax at a small fraction of a cent to the loaf.

Further than this, it is stated that bakers do not bake half the bread used. Many domestic users buy flour from grocers and make their own bread. This further reduces the individual tax.

CALCULATIONS OF THE TAX ON BEEF

In the same way the tax-result on beef may be estimated as follows (result on steer killed July 17, 1919, lot 301):

Cost of Live Animal and Expense in Killing and Disposing of Resulting Products

Live weight, 1,202 lbs. @ 16.34 per cwt.....	$196.41
Expense and labor, buying, killing, driving, yarding, feeding, refrigeration, etc.	8.85
Cost of selling (branch house expense) 86c per 100 lbs.	6.10
Freight to branch house 710 lbs. @ 69c.....	4.90
Total cost	$214.26

Amounts Received for Products Sold

Fats—85.8 lbs. @ 18.81 per 100 lbs.....	$16.14
Hide—78 lbs. @ 32.71 per 100 lbs.....	25.51
Offal—Edible and inedible @ 41c per cwt (live weight)	4.93
Dressed beef—720 lbs. less shrink 10 lbs.—net 710 @ 23.99 cwt.....	170.33
Total selling price	$216.91

How the Tax Would Affect the Consumer

	Price	Tax
If we analyze these figures, we find that the cost to the packer of one steer would be	$196.41	
The tax of 1 per cent., to be paid by the farmer or the seller, would accordingly be		$1.96
Following up the 720 lbs. (net 710 lbs.) of dressed beef, the selling price of this would be	170.33	
On which the tax paid by the packer would be		1.70
The total tax which might be added to the beef, first by the farmer and then by the packer, would thus be, when the beef reached the retailing butcher....		$3.66—
Dividing this tax up among the net 710 lbs. of dressed beef, we find that the tax on each lb. would be.....		$0.005+
If the butcher sold the beef at, say, an average, all cuts, of 40c per lb., his tax would be four-tenths of a cent per lb. — or two-fifths of a cent		.004
The total tax thus far, if added to the price to be paid by the consumer, would thus amount to		$0.009

which is a little less than 1 cent a pound on beef. This includes all taxes from the farm, to the packer, to the butcher and to the consumer.

CALCULATIONS OF THE TAX ON HOG PRODUCTS

We have obtained, also from official sources, figures on the cost of hogs and hog products, and have estimated the tax which, under this plan, would be levied from the time the animal was sold by the farmer until the various products reached the consumer.

Result on Hog — October 17, 1919

Live weight, 306 lbs. @ 14.3c.....	$43.76	
Expense and labor, buying, yarding, driving, killing, feeding, refrigeration, etc.	4.59	
Total cost		$48.35

Value of Products Resulting from Hog

	Live weight	lbs.		
Hams	14%	42.84	@ 20½c	$8.78
Bacon and fat backs...	31%	94.86	@ 21¼c	20.16
Shoulders	12½%	38.25	@ 22½c	8.61
Lard	8%	24.48	@ 29c	7.10
Leaf lard	3%	9.18	@ 29½c	2.71
Other products	4.02%			1.44
	72.52%			$48.80

72.52 is the per cent. of marketable products to live weight

How the Tax on Sales Would Affect the Consumer

	Price	Tax
If we analyze these figures, we find the cost to the packer of one hog would be	$43.76	
The tax of 1 per cent. to be paid by the farmer or the seller, would accordingly be		$0.44
Following up the approximate 217 lbs. of consumable products of one hog, the selling price of this would be.....	48.80	
On which the tax paid by the packer in selling this would be		.488
The total tax which might be added thus far, first by the farmer and then by the packer, would be, when the hog reached the retailing butcher		$0.928
Dividing this tax through the 217 lbs. of consumable products we find a tax on each lb. of		$0.0043
The tax thus far on the 217 lbs. of consumable products is, as we have seen, about 93c, or at the rate of less than one-half of 1c on each lb. If the butcher sold the pork products at retail prices, he would receive about $107, on which his tax would be about one-half of 1c per lb., namely.....		.0049
The total tax, if added to the price to be paid by the consumer would, in all, amount per lb. to		$0.0092

which is a little less than 1 cent a pound on pork and pork products.

Registering Parcels Holds Up Mail

Reported Practice of Mail Order House Entails More Work to Detriment of Business Interests in General—How Retail Trade is Affected

AT A time when the Post Office system throughout the country is suffering from a shortage of efficient help and other handicaps which are a development of prevailing conditions, CANADIAN GROCER learns that a new factor which may seriously interfere with expeditious service has developed in the use of the registered mails for the delivery of parcels. About three weeks ago the Robert Simpson Company, Toronto, having experienced considerable loss through non-delivery of parcels, commenced the registration of consignments by parcels post, the idea being to protect the company against loss and the customer against inconvenience.

Parcels going in this way have to be carefully entered at point of mailing and at their destination, and records have to be kept every time they are handled in process of transportation and delivery. Any large volume of parcels cannot, therefore, be handled without serious disorganization or general readjustment of the first-class mail facilities, as registered mail must have precedence. At a comparatively small expense, therefore, the big mail order houses can secure a preferred and very expensive service in conducting their business by mail in competition with the local merchants.

Just Half the United States Rate

In the United States parcels cannot be registered in this way under parcel post rates. There the rate for registration on all mail matter is ten cents for each parcel — which is double the Canadian rate. And not only is this service being given in Canada at a rate which must seemingly entail a serious loss, but another result is disorganization, which will become more serious if the practice is continued and developed.

The express companies have a much more simplified system of handling their parcels. An entry is made when the parcel is received and when it reaches its destination. But of course express parcels do not receive the same care as registered mail, although delivery is usually guaranteed to cover the value. The attention given to registered mail is out of all proportion to the charge made.

Comparison With Express Charges

If, as generally accepted, the parcels post system is being conducted at a substantial loss, it is obvious when rates are examined that further loss must be entailed by the general use of the registered service for parcels at the fee of five cents. The greater the distance of transportation the greater the loss involved. For instance, the express companies charge $1.60 for the delivery of an 11-pound parcel from Toronto to Victoria, B. C. The parcel post rate is $1.32. For an additional five cents this 11-pound parcel would receive the special attention necessary for registered mail all the way to the Pacific Coast, the total charge being only $1.37 by the Post Office, as against $1.60 by the express companies. The following figures of comparative charges — from Toronto — are of interest:

		1-lb.	6-lb.	11-lb.
Victoria	—Parcel post	12	72	1.32
	Express	40	1.00	1.60
Calgary	—Parcel post	12	64	1.14
	Express	40	80	1.25
Winnipeg	—Parcel post	10	40	70
	Express	35	70	1.00
Sudbury	—Parcel post	10	30	50
	Express	30	40	45
Brampton	—Parcel post	5	12	22
	Express	30	35	50

Some of the mail services, we are informed, have been utterly disorganized since this system was started. With the registered mail receiving first consideration, other mail matter has necessarily been neglected. Newspapers and other publications have been seriously delayed. Subscribers from many points are complaining that they are not getting their papers and magazines on time. This is a situation which promises to become further aggravated if something is not done by the Post Office Department to prevent the registration of parcels for a fee so ridiculously small considering the service entailed.

Discrimination Against Merchants

There has been an agitation to raise the postal rates in Canada on papers and periodicals. These rates are not low compared to the service required to take care of a registered parcel at a fee of five cents. Then, too, there is a difference, generally recognized under the Postal Union, between publications which have an educational value and merchandise which competes with local merchants. There will undoubtedly be wide objection by subscribers generally if they are called upon to pay higher subscription rates when the Post Office is serving the department stores at less than cost. This would apply particularly to the many readers of trade newspapers who have to face the keen competition of the department store.

INVENTORY INQUIRIES

Big Houses Set Definite Limits to Stocks

Written by HENRY JOHNSON, JR.

FORTUNATELY most of the problems brought up by my correspondents are such that the solution will be useful at any time. This letter, dated January 22, for example; but the subject is of perennial interest, so no harm is done. Otherwise my necessary delays would be serious:

"Dear Sir—I have enjoyed your articles very much, especially the one about inventory. In this regard there are a few things a little hazy to me, or rather the whole subject is, and I should like a little posting.

"Why is it that most large mercantile houses usually decide on a certain inventory months in advance? And how do they arrive at those figures? I presume they are based on expected sales; but what percentage of sales, purchases, or what are they? Also why is it that if a department of a large business does not reach its inventory figures — that is, is below them — it loses money on that year's business? This seems funny to me, as I should think the less stock on hand the better off they would be. Please explain, or tell me where I can get a book or pamphlet that does explain this.

"On a $40,000 turnover you speak of the danger of exceeding the figure of $2,667 for stock. If you did exceed it, would that signify a loss? If instead of $2,667 your figure were only $2,000, would that mean a loss? This phase is the Greek part of it to me. I would like to have the matter explained fully, or perhaps you could refer me to some good book that would do it. I don't want to impose on your good nature, but am very anxious to understand inventory figures more fully. I hope to reciprocate at some future time.

"Yours truly, _____"

You need never apologize for writing such intelligent inquiries, for I learn through trying to answer just such questions! I am not sure that I know all about the practices you speak of and I am not in reach of the right information at this time; but maybe I can help some.

Practically all large departmentized houses, wholesale or retail, set certain quotas of sales for their various departments at the beginning of each year. Such quotas are based on estimates furnished by the department heads, modified by the merchandise or sales manager and by other means.

Growth Is Imperative

Among such houses it is keenly realized that steady, consistent growth is an imperative necessity in business. Not to grow is to stagnate and die. So the house which did $8,000,000 in 1919 sets a quota of $9,000,000 as total sales for 1920, and apportions the expected increase among its departments pro rata on last year's sales, very nearly. But

HENRY JOHNSON, JR.

each department manager seeks to have his quota put as low as possible, so he can exceed it as much as possible. They all figure to beat the $1,000,000 increase by considerable.

Such houses naturally have elaborate accounting systems — far more detailed than any common or garden variety of grocer could understand, let alone be able to afford. They know practically every night just where they stand. Departments are watched keenly, checked up frequently, seldom permitted to run on any haphazard plan. Hence it is comparatively simple for them to know, with close approximation, what stock they must have in general, and in particular in every department. No trouble at all to tell in August almost exactly what the hardware stock, for instance, will stand at on December 31.

Now, let us suppose that the end of the year finds the hardware man with his quota of sales made say $160,000. He has made his average margin with certainty, because his prices are set with his supervision and knowledge and with the intimate knowledge of the "men higher up" in such ratio as to insure his average gross earnings. But suppose that when his inventory is taken the stock stands at $28,000 instead of the $39,000 shown by the records. Then there is $11,000 less in the department than the books show.

Stock Is Generally an Asset

That could only happen in case of a department which, because of previous good record, had been permitted to run six months or so without an inventory, and it must occur only through some very unusual leak, like systematized theft. There is the loss, just the same. It faces the management and it must be accounted for rather conclusively or the manager's head goes off pronto.

You see, stock is an asset, like cash. Sometimes it is not so desirable as cash; at other times more so. A man may be in fine condition who has $500 cash, $1,500 equipment and $2,500 stock. But if, in order to make a showing with his cash and equipment, he needs $2,500 stock and finds only $1,500, he is decidedly out in his calculations — $1,000 out, in fact. It is not always true that "the less stock on hand the better off."

The argument of mine you have in mind, but evidently failed to grasp entirely, is this: A grocer should turn his stock twelve times a year, generally speaking. Why? Because stocks kept actively turning earn relatively more than those which move sluggishly. A man whose business runs to $40,000 a year can only turn his stock twelve times if he carries not to exceed $2,667 worth of merchandise at cost. The thought to be sent home here is that the man who carries more than that on $40,000 sales cannot make twelve turns. And the quota of twelve is the finest kind of discipline, because it will keep any merchant on his toes to maintain his stocks within the necessary limits to make twelve turns and yet keep his assortments full enough to meet the demands of his customers.

Now, if such a man takes an inventory at the year-end and finds $3,500 stock it may mean that he has made more than he calculated to make; though usually it means that he has not attained his quota, has not made quite what he should have made because his stock has not been turned as rapidly as it should have been, but has lain idle a good share of the time. If he finds $2,000 stock but has cash or good book accounts to show for the difference — to offset the shortage of stock — he may also be better off than he thought he was.

Not one or some, but all factors must be taken into account. None stands alone. If this is not clear, write again. You cannot tire me out. Thus only can we get things straight. But I know of no books on this subject. In fact, like most writers of books, I seldom read any in my own line! I am so busy and so interested finding out what men do and writing about it that I have no time to see what others think about them.

A final thought: All big houses set the most rigid limits on stocks to be carried in their various departments. They know the dangers of the slow turnover, the idle capital, waste, deterioration, shrinkage, wages, rent and insurance expense, which eat into all the fine imaginary profits to be derived from "fortunate purchases." So they never listen to the syren song of the man with a "good thing." They buy as they need goods to sell, sell and buy again — and they get rich doing this in the same block where

Continued on page 51

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

ONTARIO NEWS

Dixon's Hardware, Sprucedale, Ont., have added a grocery department to their business.

Mrs. M. Cournoyea, Stoco, Ont., has opened a grocery store in the Ontario House.

W. H. Richardson, Deseronto, Ont., has introduced the Cash and Carry System in his grocery store.

D. R. MacInnis, Gravenhurst, Ont., has purchased the grocery business of Thomas Fielding.

M. J. Cauthers, Stayner, Ont., has removed to larger and better premises in the Stewart Block.

E. D. Hills, Leamington, Ont., has purchased the grocery business of Roy Sales, on Talbot Street West.

D. R. McPhail, Kincardine, Ont., has opened a grocery in the store formerly occupied by S. R. Holdenby.

Harry Blakely, Ingersoll, Ont., will open a grocery on the corner of Le Marchant Street and Cobourg Road.

H. Bierling, Exeter, Ont., who has sold his store in Exeter North, has purchased a farm one mile west of the town, at a price of $6,000.

John Coumans, Chepstow, Ont., has sold his business to John Boegel, who has been for some time been a clerk in the store.

George H. Bishop, Carp, Ont., has bought out the groceries of H. Falls and F. Guy, and is continuing business in Mr. Falls' stand, Mr. Bishop selling his grocery in the Dooley House stand to Messrs. Lucas and Son.

Delegates from the Trades and Labor Council, the Independent Labor party, and the United Supplies, Ltd., all of Toronto, decided at a meeting recently to form a co-operative society. The new organization will be known as the Toronto Co-operative Society, and it will be incorporated under a Provincial charter. Shares will be issued of $5 each, and $1 will be charged as an application fee.

RE-ARGUMENT GRANTED IN BOARD OF COMMERCE CASE

Ottawa, April 6.—A re-argument has been granted by the Supreme Court of the application to test the jurisdiction of the Board of Commerce and the constitutionality of Section 17 of the Combines and Fair Prices Act, under which the Board of Commerce is given powers as a price-fixing tribunal. A rehearing will take place in the Supreme Court on May 4 next.

The application was brought on March 15 by counsel for the Retail Merchants' Association, the Canadian Manufacturers' Association, the Attorney-General of Alberta, and others, to question the intro vires of the act in forbidding hoarding of commodities, in appointing the Board of Commerce to impose penalties for offences against the act and require Provincial courts to enforce them, in giving the Board power to decide unfair profits in purely provincial transactions, and in prohibiting export of commodities from Canada.

When the Supreme Court sat to-day to read judgments at the end of the term, no judgment was handed down in this particular case, and it is understood that no judgment will be given until after the rehearing of the case.

VETERANS OPPOSE MARGARINE ORDER

The Kingston branch of the Army and Navy Veterans' Association is opposed to prohibiting the sale and importation of oleomargarine in Canada. The members claim that this substitute is the only thing that will prevent dollar butter in Canada. A protest will be sent to Ottawa, and an effort will be made to get other units to do the same.

JAMES Y. OSBORNE IS DISPOSING OF BUSINESS

J. Y. Osborne, who has been carrying on the business of James Osborne and Son, 12 and 14 James Street South, Hamilton, Ont., for the past 34 years, is going out of business. The stock is advertised for sale, and must be disposed of before May 1st. The Bank of Hamilton has purchased the block in which the store is situated. The business was founded in 1840 by the late James Osborne, who died October, 1886, and since that time has been carried on by his son, James Y. Osborne.

Hamilton Grocers Plan For Action

Regard Decision of Board of Commerce as Complete Vindication of the Association's Aims

Hamilton, April 7.—"Full steam ahead," is the watchword of the new Hamilton Retail Grocers' Organization. Having successfully weathered the storm which signalized its birth, the new organization will now proceed to lay plans for the attainment of those objects for which it was originally called into being.

The executive committee held a meeting this week, the first since the Board of Commerce hearing. It was decided that another mass meeting should be held in the near future, when the lines upon which the association will proceed will be definitely announced.

"We regard the decision of the Board of Commerce as a complete vindication of the aims and objects of our organization," said Samuel T. Baillie, of Baillie Bros., president of the association. "Those who were brought into the spotlight during the investigation suffered to some extent. This was natural, owing to the charge which had been brought against us, and the public is easily prejudiced in mattters of this kind. However, we have gained more than we have lost. We shall now proceed with the work that is in hand. We are not definitely announcing our policy just yet, but it will be along the lines of co-operation among the members of the retail grocery trade—a co-operation which will not only give us better buying advantages, but will bring about a better understanding among ourselves.

"In the past there has been too much jealousy and suspicion amongst the retail grocers. We hope to eliminate that feeling, and to demonstrate that co-operation is the true plan of success. I am convinced that if we are successful in our objects the grocery trade will be greatly benefited, and the consumer correspondingly."

It is understood that the organization is considering the adoption of W. J. Hobson's plan for collective buying to give them equal advantages with other large dealers, and also plans to achieve shorter working hours for the grocers.

John Irwin, vice-president and managing director of McArthur-Irwin, Ltd., Montreal, left this week for England and the Continent and will be absent for two months or more.

A NEW CEREAL

W. B. Browne & Co., with head office in the Board of Trade Building, Toronto, have purchased the wheatine plant of Milne Bros. at Markham, Ont. Messrs. Browne & Co. have recently installed an improved plant, and have changed the name of the product to Wheat Gold. It is packed in 28-ounce packages, and is being sold through the wholesalers. Considerable quantities are already in the hands of the retail trade.

NEWS FROM WESTERN CANADA

Tax Should be at Producing End, Says J. A. Banfield

WINNIPEG, April 6.—J. A. Banfield, of Winnipeg, president of the Dominion executive of the Retail Merchants' Association, expressed some decided opinions on the question of taxation as it affects the retail merchants. The proposed tax of one per cent., or a half of one per cent. on the gross sales of all retailers, was, he thought, a step in the wrong direction. If revenue was to be collected on the necessities of life it should be done at the producing, not the distributing end.

"If the Government undertook to get a supply of water from a certain lake, would it not go to the lake itself, or its large outlet rather than to the thousands of little tributary outlets?" Mr. Banfield asked.

"The same thing applies to the taxation of retailers," he continued. "To tax the gross sales of individual retail merchants, it would first be necessary to establish the correct figure of sales. To do this auditors would have to go through the books of each merchant. If this step were not taken, what would prevent misrepresentation of sales? Auditors don't work for nothing, and fees would total a considerable figure. Add to this the expense of collecting and of maintaining a huge accounting staff, and I believe that any revenue which would be derived would be eaten up by expenses.

"Retailers will undoubtedly oppose this proposed legislation at Ottawa, and it won't be from selfish motives," continued the trade executive. "The purchasing public will have to pay this tax in the end, wherever it is imposed. It will be the object of the retail merchant to see that the tax is applied in such a way that it will cost the public least in expenses. I repeat that the logical person to tax is the manufacturer."

In Mr. Banfield's opinion, however, the whole plan was unjust to the general public. The Government undoubtedly was in need of money and it was of prime importance that this money should be raised.

"But why tax the necessities of life?" he asked. "The man who should be made to pay is the man who is buying luxuries. Let the Government tax the man who pays a hundred dollars for a suit of clothes and not the man who pays $40 or $50. Tax the man who pays $6,000 for an automobile and not the one who buys one for $1,000 for use in his business. If this were done the money would be raised without difficulty and from people who can afford to pay it."

WESTERN

Ernestine Serlui, wife of Geo. M. Serlui, president and general manager of the Trans-oceanic Trading Company, Winnipeg, died at the General Hospital of pneumonia, following an operation. Mrs. Serlui was 26 years old.

J. R. Richardson, one of Winnipeg's best known pioneers of '80s, died a few days ago at the residence of his son, Ross Richardson, 821 Corydon Avenue, after an illness of several months.

J. M. Dunwoody, of Stroyan-Dunwoody Co., brokers and commission merchants, Winnipeg, has left for a two or three months' trip to the Old Country on business. He is now in Eastern Canada. He has been calling on the trade in Hamilton, Toronto, Ottawa and Montreal and sails on the 10th.

Guise & Smith, Ltd., Regina, Sask., have moved into larger and more commodious quarters on North Broad Street, between 5th and 6th Avenues. This firm has only been in business about a year, but through lack of space have been compelled to move to a larger store.

C. Duncan, manufacturers' agent, Winnipeg, has taken his son into his business, which will be continued as C. Duncan & Son.

Moore and Whiteside have taken over the brokerage business in Winnipeg formerly carried on under the name of the Kent Brokerage Company. Mr. Moore has had a number of years' experience in the grocery business, and was for a number of years associated with the W. L. Mackenzie Co., Ltd., while Mr. Whiteside was at one time with the W. H. Stone Co., grocers, of Winnipeg, and more recently with Mason and Hickey. The newly organized firm will represent general grocery accounts.

Ira O. Well, of the Curtis Corporation, Los Angeles, Cal., is a business visitor in Vancouver. He states that tuna fish, olives, and fancy fruits will continue to be high, from all indications. A. Magnano & Co., Ltd., are the B.C. distributors for Curtis lines.

VANCOUVER GROCERS ELECT NEW OFFICERS

Retailers of the city were out in force recently at the annual meeting of the grocers' section of the R. M. A., which was held in Belvedere Court. Preceding the whist drive and dancing, which were the attractions of the evening, the election of officers was held, resulting in the following appointments: T. H. White, president; J. Merilees, first vice-president; E. McTaggart, second vice-president; J. McIntosh, treasurer; Hugh Morrow, honorary secretary; directors, G. Clarke, E. G. Harris, S. McElroy, J. Harkness, J. D. Pitchford, T. J. Cahill, R. Snelgrove and T. F. McDowell. Much interest was shown in the reading of the secretary's report and an address by T. T. Crowder, representing the Vancouver executive of the Retail Merchants' Association.

Legislation Affecting Manitoba Merchants

Amendments to the Shops Act and the Transient Traders' Act — Proposals re Extracts and Essences

The Shops Act in the Province of Manitoba has been amended to permit rural municipalities, villages, and towns to pass by-laws making Thursday afternoon from 12 o'clock noon a half holiday for the whole or any part of the year. Cities may pass by-laws making such day or days half holidays during the whole or any part of the year as are determined by the class or classes of trade desiring the same.

The Retail Merchants' Association opposed the registration of the assignment of book debts which called for the registration in the office of County Clerks of every assignment of book debts by every retail trader within thirty days from the date such assignment was made. Under this Bill, retail merchants were to be subjected to special treatment. In other words, it was class legislation. Mr. Edwin Loftus, K.C., and Mr. Horace Chevrier represented our Association. The Bill was killed when it reached the Law Amendments Committee.

During the present session of the Manitoba Legislature an amendment to the Transient Traders' Act was passed. Now all distributors who are peddlers or transient traders will first have to obtain a provincial license, then a municipal license before trading in any locality. The peddler or agent must wear a badge. Penalties are fixed for those who do not comply with the law and report to the proper local officers before soliciting business.

In the proposed amendments to the Temperance Act, reference is made to th handling of extracts and essences. Every dealer is required to keep a record of every sale of every 2½ ounce bottle of flavoring extract or essence. Strong opposition was registered against such a proposal by the Retail Merchants' Association, and the following provision was agreed: Great care should be exercised in selling extracts or essences, as many cases have been reported indicating that these extracts or essences have been used for improper purposes.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALTHOUGH not many changes have occurred this week in the markets, the tone is generally firm with a tendency toward higher prices. There is a feeling in all markets in the Dominion that sugar will be higher in view of the unprecedented high prices demanded for raws.

MONTREAL—Montreal markets are characterized this week with a firmness that indicates even higher prices in the very near future. In some quarters it had been felt that peak prices had been reached, but the situation to-day leaves no doubt concerning future markets. General lines are all very firm, although few definite advances have been effected during the week. Sugar is strong and in view of the advanced prices on raws, higher prices are to be expected rather than lower. Syrups and molasses are very strong, but no price changes are noted. Coffee continues very firm under steady and heavy demands. Cocoa is unchanged as far as prices are concerned, but the market is a firm one. Rolled oats are advanced in a very strong market. There is no material change to the tea situation and prices are held very firmly with higher tendencies. Nuts are not very active at the moment, but cables on walnuts are very firm and advances are looked for in the very near future. Almonds are also very strong in the New York markets and spot stocks stated to be very low. Figs and dates are selling very freely, but no material change has been noted in quotations. Evaporated apples are somewhat easier in the American markets. Package goods stand very firm and advanced prices may be looked for in all lines, particularly in those composed largely of oats. Spices are firm and no definite changes have been effected. A little more activity is manifest in the market for canned goods. Prices are maintained and the undertone indicates the reaching of higher levels. Beans and peas are steady and firm and no new developments have been shown in the market. Oats are very strong and have advanced to record prices. All grades have advanced 3½ cents per bushel. Hay is unchanged, but advanced prices seem probable. The rice market is firm, but very quiet, and but little business is being transacted. Fresh fruits are pretty steady and no material changes are noted in the local markets.

TORONTO—The trend of all grocery markets continues firm. Supplies of refined sugar are now in abundance. The Acadia Sugar Refinery have advanced their sugars $2 per hundred. The raw sugar market is active and steadily advancing. An active business is noted for corn syrups and while no change in prices has occurred, the market is firm and higher prices are not unlikely. High grade Barbadoes molasses continues scarce and the small quantities that are being offered are quoted at exceedingly high figures. Manufacturers report a quiet business on cereals and state that apparently jobbers and retailers are well stocked. The cereal market stands firm. Teas are in a very strong position, spot stocks have never been so low and there are no hopes for any improvement for some time to come; fine teas are more difficult to obtain and what shipments arrive are going rapidly into consumption. No particular change has occurred in coffees, the market remaining firm. The weather conditions for maple syrup have been very unfavorable with the result that quotations are very high. Marmalade, jam, celluloid starch and clothes pins are quoted at advanced prices. New sizes and prices are noted on Shamrock, Currency and Great West tobaccos. No improvement in the situation for rice can be expected; stocks in the local warehouses are very light and quotations on the small shipments that are arriving are higher. The possibilities are that the prices on the new pack canned salmon will be higher, due to the higher cost of cans and labor. Navel oranges have declined and lemons also. Grapefruit has a tendency to firmness and jobbers anticipate an advance. Supplies of potatoes are light, but an improvement is expected in the course of another week. Flour is likely to advance. Millfeeds have practically disappeared from the market.

WINNIPEG—The sugar market is very firm and while no change in price has occurred, higher prices are expected in view of the higher cost of raws. Teas are firm and the market is comparatively bare of supplies. Higher prices seem likely. Canned fruit is in scant supply and jams have registered an advance. Prunes are easier. Hog prices are maintained under an active demand. Eggs are weakening. Butter is firm.

QUEBEC MARKETS

MONTREAL, April 9—Montreal markets are somewhat stronger this week and although few material changes have been effected, the undertone in practically all cases suggests that advanced prices may shortly be expected. Sugar is very strong and in view of the fact that the raw sugar market is steadily advancing, higher quotations seem probable in the refined sugar market. Oats have sharply advanced and higher prices are anticipated on all lines of package goods in which oats form a large part. Vegetables have advanced in a general way. The potato situation is practically unchanged as far as prices are concerned, but the undertone is very strong and even higher prices are anticipated in many quarters.

Refined Sugar Up in One Quarter

Montreal.

SUGAR.—Sugar is in a very strong position. One refinery—the Acadia—has advanced to $18.50, the change dating from April 1. The raw sugar market is a very strong one and advances have been recorded at primary sources. Dealers are of the opinion that this is indicative of further advanced quotations in the refined markets. Demands for sugar at the present time are exceptionally heavy, due, it is thought, to consumers acting upon the advice of the Government and laying in stocks for future use. Supplies of raw sugar are stated to be coming along in sufficient volume to enable the refineries to meet these heavy demands. In the face of the position of the raw sugar market, lower prices are out of the question, and the tendency is decidedly in the other direction.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.		16 50
Acadia Sugar Refinery, extra granulated		18 50
Canada Sugar Refinery		16 50
Dominion Sugar Co., Ltd., crystal granu.		16 50
St. Lawrence Sugar Refineries		16 50
Icing, barrels	16 70	16 90
Do., 25-lb. boxes	....	17 10
Do., 50-lb. boxes	....	16 90
Do., 50 1-lb boxes	....	18 20
Yellow, No. 1	....	16 10
Do., No. 2 (Golden)	....	16 00
Do., No. 3	....	15 90
Do., No. 4	....	15 70
Powdered, barrels	....	16 60
Do., 50s	....	16 80
Do., 25s	....	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	....	17 10
Do., 50-lb. boxes	....	17 20
Do., 25-lb. boxes	....	17 40
Do., 2-lb. package	....	18 50
Paris lumps, barrels	....	17 10
Do., 100 lbs.	....	....
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cartons, 2 lbs.	....	18 50
Do., cartons, 5 lbs.	....	19 00
Crystal diamonds, barrels	....	17 20
Do., 100-lb. boxes	....	17 20
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cases, 20 cartons	....	18 25

Syrups and Molasses in Very Strong Position

Montreal.

SYRUPS, ETC.—Corn syrups are very strong this week with upward tendencies. The heavy demands for syrups are maintained and dealers state that owing to a great improvement in the matter of cars they are in a position to catch up with their outstanding orders. Prices are maintained in a very firm market. New quotations are given for glucose, which is now selling at about $6.85 per case (5-lb. cans).

MOLASSES.—No fresh development has arisen in this market and prices are very firmly held with upward rather than downward tendencies. Puncheons quoted at from $1.40 to $1.45. If sugar advances, as it probably will, an advance for molasses is very probable.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09
Half barrels	....	0 09¼
Kegs	....	0 09¾
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
2-gal. 25-lb. pails, each	....	2 85
3-gal. 38½-lb. pails, each	....	4 25
5-gal. 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 50
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
Cane Syrup (Crystal) Diamond— case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island of Montreal	
Barbadoes Molasses—		
Puncheons	1 40	1 45
Barrels	1 45	1 48
Half barrels	1 47	1 50
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case	....	8 25
5-lb. tins, 1 doz. in case, case	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Rolled Oats Are Now Marked Up

Montreal.

CEREALS.—Advanced quotations are given this week on rolled oats, which are in a very strong position at the present time. Rolled oats are offered at from $5.75 to $6 per 90 pounds (bulk). Cereals generally are very firm all round and advanced prices may be expected.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats bulk), 90s	5 75	6 00

Coffee Firm Under Steady Demands

Montreal.

COFFEE.—Coffee is very firm this week under demands that show no indication of falling off. Dealers state that business is especially brisk at the present time and lower prices appear to be unlikely. Mochas are offered at from 47 to 49 cents.

COCOA.—Cocoa is unchanged as far as prices are concerned. Business is well maintained and the position of the market is a very firm one.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49½
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

No Material Change to Tea Situation

Montreal.

TEA.—There is no material change to report in the tea situation this week. Prices are firmly maintained all round with decidedly higher tendencies. Supplies are coming in very slowly and in the face of the specially heavy consumption of this beverage and the comparatively bare condition of the markets in the better grades of tea, the position is a strong one and advances are certain.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Figs and Dates Selling Freely

Montreal.

DRIED FRUITS.—There are practically no local changes to be reported this week as far as prices are concerned. Figs and dates are selling very freely and the date market is very bare. The small supplies arriving from time to time are quickly used up. Evaporated apples are easier in the United States on account of the exportation of barrel apples being stopped through the exchange situation. Should the exchange continue to climb up exports will recommence and dealers state that this will have the effect of making spot stocks considerably firmer, which will mean advanced prices in local markets.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 27
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 65
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 23
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 28
Currants, loose	0 19	0 22
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15¼
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20

Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 25
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Walnuts Firm With Upward Tendencies

Montreal.

NUTS.—There is but little movement in the local markets this week as buyers were well stocked up for the holidays and the present demands are not so heavy. All cables on walnuts are very firm and with the franc exchange going higher advances are looked for in the very near future. Shelled almonds are very strong in the New York markets and spot stocks are pretty low. Dealers state that there will not be a great activity in the market until navigation opens up and trade is waiting and preparing for an exceptionally heavy business that will come with the arrival of the ocean-going vessels, which invariably stock up before taking their departure.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	....	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Spices Firm; Good Sellers

Montreal.

SPICES.—Prices are steadily maintained in a very firm market. No startling changes have developed since last week. Business is stated to be fairly good and supplies are ample to meet all local demands of the moment. The undertone is strong and lower prices are not yet in sight.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 26
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 26
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 42
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

No Change in Package Goods

Montreal.

PACKAGE GOODS. — No material change has been effected in the prices of package goods this week although the position is a very strong one. Advanced prices may be looked for in all lines containing oats, owing to the exceptionally strong position of oats at the present time. In the meantime prices are maintained under heavy and steady demands. The market is firm with decidedly higher tendencies.

PACKAGE GOODS

Breakfast food, case 18	....			2 85
Cocoanut, 2 oz. pkgs., doz.	....			0 78
Do., 20-lb. cartons, lb.	....			0 36
Corn Flakes, 3 doz. case	3 50	3 65	3 50	4 25
Oat Flakes, 20s	....			5 40
Rolled oats, 20s	....			6 50
Do., 18s	....			2 42½
Do., large, doz.	....			3 00
Oatmeal, fine cut, pkgs., case	....			6 75
Puffed rice	....			5 70
Puffed wheat	....			4 25
Farina, case	....			2 35
Hominy, pearl or granu., 2 doz.	....			3 65
Health bran (20 pkgs.), case	....			2 60
Scotch Pearl Barley, case	....			2 60
Pancake Flour, case	....			3 60
Pancake Flour, self-raising, doz.	....			1 50
Wheat food, 18-1½s	....			3 25
Buckwheat Flour, case	....			3 60
Wheat flakes, case of 2 doz.	....			2 95
Oatmeal, fine cut, 20 pkgs.	....			6 75
Porridge wheat, 36s, case	....			7 80
Do., 20s, case	....			7 50
Self-raising Flour (3-lb. pack.) doz.	....			3 05
Do. (6-lb. pack), doz.	....			6 00
Corn starch (prepared)	....			0 12½
Potato flour	....			0 16
Starch (Laundry)	....			0 10¾
Flour, Tapioca	0 15			0 16

Brisker Movement For Canned Goods

Montreal.

CANNED GOODS.—A little more activity has been manifest in this market during the week and better enquiries are reported. Prices are firmly held for the time being but the tendency on most lines is towards the reaching of higher levels. There is manifest in the market a steady demand for canned tomatoes and also peas. Owing to the comparative scarcity of fresh fruit and the high prices there is a better enquiry for apples in tins.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 65
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Beets, new, sliced, 2-lb.	....	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 80
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 90
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 55
Rhubarb, 2-lb. tins	....	2 25

CANNED FISH, MEATS, ETC.

Salmon—		
Sockeye, 48, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., ½ lb.	....	2 30
Cohoes, 1-lb. tall	....	3 65
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 60
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 20
Do., ½s, flat	....	1 10
Gasco Niobe Brand (case of 4 doz.) per doz.	....	2 25
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 85
Do., kipp. Canadian, 48, 1s.	....	1 50
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (Lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak 1-lb flat	....	2 00
Pilchards, 1-lb talls	1 90	2 00
Norwegian sardines per case of		
Oysters (canned), 5 oz., doz.	....	2 60
100 (¼s)	24 00	25 00
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster pas', ½-lb. tins	....	2 40

Sardines (Amer. Norweg'n style)	....	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	1 90
Scotch Snack, No. 1, doz., Montreal	....	2 65
Meats, English potted, doz.	....	2 00

Beans and Peas Remain Very Firm

Montreal.

BEANS AND PEAS.—There is no new development to report in this market, which is a very firm one, with an undertone suggestive of higher prices. The bad condition of the roads is badly hampering deliveries and the consequence is that spot stocks are pretty low. No famine has been felt, however, but these conditions all materially assist in the advancing of prices. Canadian beans are quoted at from $5.75 to $6 per bushel.

BEANS—		
Canadian, hand-picked, bush.	5 75	6 00
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Higher Prices For Flour Likely

Montreal.

FLOUR.—Although no definite advances have been effected during the week on flour the position has strengthened very considerably on account of the recent advances in the price of wheat. It is understood that the Wheat Board proposes to de-control prices on flour in the near future, but nothing definite has yet been given out. There is a steady demand for flour and prices are maintained.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	13 25
Per bbl., in(2)cotton bags, 98 lbs.	....	13 45
Small lots, per bbl. (8) jute bags, 98 lbs.	....	13 65
Winter wheat flour (bbl.) Jute bags	....	....

Oats Reach to Higher Levels

Montreal.

HAY AND GRAIN. — Record prices have been reached to-day on oats which are in an exceptionally strong position. An advance of 3½ cents per bushel has been effected on all grades. Whether or not this position will be retained is a matter of conjecture and some dealers have no hesitation in saying that this jump is too sensational to last, and that a decline may be expected. This is simply a matter of opinion, however, but the fact remains that oats are in a very strong position to-day and are very firm.

HAY.—No material change has been effected in this market during the week although the fact of the bad condition of the roads considerably hampering transportation has made the undertone somewhat firmer and advances are not unlikely. Good No. 1 hay is selling to-day at $28 per ton.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 22
No. 3 C.W.	....	1 18
Extra feed	....	1 18
No. 1 feed	....	1 17
No. 2 feed	....	1 15
Tough 3 C.W.	....	1 16
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60

Prices are at elevator.

Position of Feeds Unchanged

Montreal.

FEEDS.—Feeds are in pretty much the same position as last week and no definite changes have been reported. The available supplies are quite inadequate to meet the heavy demands of the present and no material improvement has been shown in this matter. The undertone to the market is decidedly firmer.

FEEDS—		
Bran, mixed cars	....	45 00
Shorts, mixed cars	....	52 00
Crushed oats	68 00	73 00
Barley chop	80 00	82 00
Special Middlings	..	..
Feed Flour, 98 lbs.	....	3 80
Gluten Feed—		
F.o.b. Cardinal	....	66 00
F.o.b. Fort William	....	64 00

Rice Market Firm But Quiet

Montreal.

RICE.—Rice is firm although the market is very quiet this week and but little business is being transacted. Supplies are stated to be coming along with greater freedom and no difficulty is experienced in meeting all demands. Carolina extra fancy rice is quoted at from $19 to $20.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 50
Rangoon "CC"	....	14 25
Broken rice, fine	....	14 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Fresh Fruits Stand Steady

Montreal.

FRESH FRUITS.—Fresh fruits are pretty steady in the local markets this week and no material price changes have been effected. Trade is stated to be picking up, although a certain dullness is expected at this time of the year. There is a steady demand for oranges and grapefruit.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein	....	....
Spies	....	10 00
Winter Reds	6 50	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	....	11 00
Do., gal.	....	0 60
Grape, Emperor, kegs	....	18 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Pomegranates (boxes of about 80), box	....	....
Oranges, Cal., Valencias	9 00	9 50
Cal. Navels	....	9 00
Florida, case	....	6 00
Cocoanuts	....	2 00

Cucumbers, Lettuce, and Cabbage Higher

Montreal.

VEGETABLES. — Several advances have been effected in the vegetable market during the week and prices are very firm in most cases. Florida celery is a little easier and has declined to $7.50 per 4-dozen crate. Florida tomatoes are selling at $7.50 per crate and curly lettuce has advanced 50 cents to $4 per 3 dozen boxes. Montreal cabbage has advanced $1 to $6 per barrel, and hothouse cucumbers have reached higher levels. Potatoes are very strong, and although no additional advances have been effected the undertone is very strong and even higher prices may be expected, in spite of the fact that some dealers state it is simply a matter of delayed deliveries and that lower prices will come with improved roads.

Beans, new string (imported) hamper	....	7 00
Beets, new bag (Montreal)	....	3 00
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	6 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 20
Lettuce (Boston), head crate	....	3 75
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 50
Do., red, 75 lbs.	8 50	9 00
Do., crate	....	3 00
Do., Spanish, case	....	8 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	4 25	4 50
Do., New Brunswick	....	4 00
Do., sweet hamper	3 50	3 75
Radishes, American, doz	....	1 50
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00
Do., Montreal	1 50	1 75
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida celery (4-doz. crate)	....	7 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	4 00
Parsley (American)	....	1 50
Tomatoes (Florida), crate	....	7 50

Lower Prices Quoted on Peanuts

Montreal.

PEANUTS.—Peanuts are easier and declined prices are quoted on several special grades. "Bon Tons" have declined 2½ cents and are selling at 23½ cents per pound. Suns" are offered at 19½ cents, and "G's" at 17½ cents.

Advanced Prices on Wrapping Paper

Montreal.

WRAPPING PAPER.—Further advances have been effected this week on grey brown paper in rolls and reams. Prevailing prices are now 7¾ cents per pound, showing an advance of ¾ cent per pound. Manila in rolls also is higher, being quoted at 8 cents per pound.

ONTARIO MARKETS

TORONTO, April 9—Acadia sugar has advanced $2.00 per hundred, but other refiners remain at the same price. Celluloid starch is quoted higher. Cereals are ruling firm in a quiet market. Fine teas are more difficult to obtain and prices in primary markets are quoted higher. The maple syrup crop is reported to be a light one. Spring clothes pins are quoted higher, also marmalade and jam. New sizes and prices are out on Shamrock and Currency tobacco. The new pack of canned salmon is likely to be higher. Millfeeds are scarce.

Acadia Sugar Advances $2.00

Toronto.

SUGAR.—The Acadia Sugar Refinery has advanced their sugar $2 per hundred. Acadia granulated is now quoted at $18.71. Other refiners have not as yet made any change. Supplies of refined sugar are arriving in large quantities. The raw sugar market is active and steadily advancing. The price now quoted at New York is 12 cents; cost and freight which figures to 13.04 per pound duty paid. The Cuban production up to March 20th is 1,740,022 tons against 1,509,008 tons to corresponding date last year.

St. Lawrence, extra granulated, cwt.	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated	16 71
Dom. Sugar Refinery, extra granulated	15 50
Canada Sugar Refinery, granulated	16 46

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c ;No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrup Active; Molasses Strong

Toronto.

CORN SYRUP.—An active business is noted for corn syrups, and while no change insofar as prices are concerned has occurred, the market is firm and higher prices are not unlikely.

MOLASSES.—High grade Barbadoes molasses continued to be scarce and the small quantities that are being offered are quoted at high figures.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 50
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Celluloid Starch is Quoted Higher

Toronto.

PACKAGE GOODS.—The only change noted this week in package goods is celluloid starch, which has advanced to $4.90 per case of 45 packages. Business is reported quiet for package cereals.

PACKAGE GOODS

Rolled Oats, 20s, round, case		6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry starch	....	0 10¾
Laundry starch, in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 14¼
Do., in 6-lb. wood boxes	....	0 14¼
Potato Flour, in 1-lb. pkgs	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 60

Cereals Stand Firm; Quiet Market Noted

Toronto.

CEREALS.—Manufacturers report a quiet business on cereals and state that apparently jobbers and retailers are well stocked. In regards to future prices, manufacturers state that grains are steadily advancing, but in view of the heavy stocks on hand, no advance will take place. In the meantime the market is ruling firm.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	8 50
Barley, pot, 98s	....	7 25
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Fine Teas Scarce; Higher Prices Likely

Toronto.

TEAS.—Teas are in a very strong position and all indications point to even higher prices in the very near future. Spot stocks have never been so low and there are no hopes for any improvement for some time to come. Fine teas are more difficult to obtain and prices in primary markets are quoted higher. The sterling exchange is quoted higher, which is another factor that enters into the cost of tea laid down in Canada.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Firm; No Change

Toronto.

COFFEE.—No particular change has occurred in the coffee market. Prices remain firm and indications from primary markets point to higher prices prevailing. The consumption of coffee in Canada is greatly on the increase and this one feature has a tendency to keep the market in a strong position.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Maple Syrup Crop is a Very Light One

Toronto.

MAPLE SYRUP.—The weather conditions for maple syrup have been very unfavorable with the result that a very light crop can be expected, and in consequence quotations are very high. At the present time there are a quite a variety of prices quoted by different producers. The prices listed below are an average:

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
50s	....	9 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal. keg, per gal.	....	2 90
16 oz. bottles, 24 to case	....	8 85
5-lb. tins, 12 to case	....	17 35
Pure Maple Sugar, 1-lb. blocks,		

Spice Market Firm; Supplies Hard to Get

Toronto.

SPICES.—The trend of the spice market remains in an upward position. Supplies of cloves, nutmegs and ginger are difficult to obtain. Peppers are also in an active market. Prices are unchanged:

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 32	0 40
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 63
Do., 64s	....	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

Marmalade and Clothespins Higher

Toronto.

MISCELLANEOUS.—Spring clothespins have advanced to $1.65 per box. Goodwillies' plum jam, in 4-pound tins, advanced to 95 cents each. Sheriff's marmalade has advanced as follows: 7½ ounce tumblers, $2.20 per dozen; 10 ounce tumblers, $2.75 per dozen; 12 ounce tumblers, $3.35 per dozen; 16 ounce tumblers, $4.15 per dozen; 22 ounce jars, $5.45 per dozen; 2 pound jars, $7.35 per dozen; 4 pound tins, $12.36 per dozen.

New Sizes and Prices on Tobacco

Toronto.

TOBACCO.—Shamrock tobacco is now put up in 10s in 6 and 12 pound caddies at $1.25 per pound; currency in 10s. at $1.13 per pound; Great West in 8s at $1.30 per pound. Bachelor cigars have advanced to $80 per M.

Rices Are High; Supplies Are Scarce

Toronto.

RICE.—No improvement in the situation for rice can be expected for some time. Stocks on the local market are very light, some jobbers having very little to offer. Carolina rice is quoted at 20 cents per pound and XX Siam at 15 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	17 00
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
White Sago	0 13½	0 14
Do., Pakling	....	14 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½

New Pack Salmon to be Higher, Likely

Toronto.

CANNED GOODS.—The probabilities are that the prices for the new pack of canned salmon will be higher. Packers of this line state that many cans are brought in from the United States and upon these the high exchange rate has to be paid and also the cost of all raw material and labor is much higher than a year ago, but, however, it is too early to state anything with definiteness as to further prices.

Other lines of canned goods are ruling at firm prices and business is fairly active.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50

ACADIA SUGAR ADVANCES $2 PER HUNDRED

The Acadia Sugar Refiinery have advanced the price of their sugars $2.00 per hundred, and what effect this will have upon other refiners nothing can be learned with definiteness. For several weeks past CANADIAN GROCER has pointed out that the situation in the sugar market was not very promising. The raw sugar market continues active and prices are steadily advancing. Three weeks ago raw sugar at New York was quoted at 9 cents cost and freight, last week at 12¾ cents, which figures to 13.79 f.o.b., and an unconfirmed report has come through that some sales have been made at 13¾ cents cost and freight, which figures to 14.97 f.o.b. If these high prices for raws are maintained then higher prices for refined must follow.

Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	....	5 00
Do., 4s, each	....	1 30
Gooseberry, 4s, each	....	1 08
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	....	5 05
Do., 4s, each	....	1 35
Strawberries, 16 oz., doz.	....	5 25
Do., 4s, each	....	1 35

New Prices on Lime and Grape Juice

Toronto.

LIME JUICE.—Montserrat lime juice now quoted at $4.41 per dozen for small bottles and $8.33 per dozen for large bottles.

GRAPE JUICE.—Niagara grape juice is quoted as follows: Cases of 12 large bottles, $4.50 per case; cases of 24 medium bottles, $5 per case; cases of 72 individual bottles, $6 per case.

Nut Market Firm; Prices Unchanged

Toronto.

NUTS.—The market for nuts and especially shelled walnuts and almonds continue in a firm tone. Importers are experiencing some difficulty in getting in supplies. Whether prices will be any higher in the future it is difficult to state. The sterling exchange is a factor that enters very largely into the cost of these goods and if the exchange keeps advancing, then the cost of shelled nuts must naturally follow.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	....	0 68
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Layer Figs Are in Limited Demand

Toronto.

DRIED FRUITS.—There is a fair demand for dried fruits, but no change has occurred in so far as prices are concerned. Cooking figs are moving out to the satisfaction of jobbers but larger figs are slow sellers and are being offered in some quarters much below laid-down prices. Raisins are steady and prunes are inclined to weaken.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 00
Dromedary, 9 doz. in case	....	7 75
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	0 21	0 23

Figs—		
Taps-Comarde, lb.	....	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Col., 10 oz., 12s, case	....	2 00
Prunes—	Per lb.	
30-40s, 25s	....	0 31
40-50s, 25s	....	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Ontario Hand-Picked Beans Are $6.00 Bushel

Toronto.

BEANS.—The market for beans remains about the same as reported last week. Ontario hand picked are not plentiful and small quantities are being offered at $6 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotenashi, per bus.	4 50	5 00
Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

Oranges Are Easier; Grape Fruit Firm

Toronto

FRUIT.—Navel oranges have declined another 50 cents per case, 80s are quoted at $4 per case, and smaller sizes at $5 to $8.50 per case, according to size. California lemons are also lower, being quoted at $4 to $4.50 per case. Grape fruit has a tendency to firmness and jobbers anticipate an advance.

Cal. Navel Oranges—		
80s, per case	....	4 00
100s, per case	....	5 00
126s, per case	....	6 25
160s, per case	....	7 00
176s, 200s, 216s, 250s, per case	8 00	8 50
Florida Oranges—		
126s, 150s, 176s, 200s, 216s, 250s	....	....
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300s, 360s	4 00	4 50
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
36s, 46s, 54s	4 25	5 00
64s, 70s, 80s, 96s, 126s	5 00	5 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	3 50	4 25
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	4 00	4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	....	....
Grapes, Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00

Flour is Likely to Advance

Toronto.

FLOUR.—Manufacturers of flour state that higher prices on flour must come. The cost of manufacturing has greatly increased and they state that the mills that are operating are practically running at a loss. Exporting of flour is almost at a standstill.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	11 70
Ontario spring wheat flour, in jute bags, per barrel	....	13 45

Millfeeds Have Almost Disappeared

Toronto.

MILL FEEDS.—Shorts and bran have almost disappeared from the market. The price of bran at the mills set by the Wheat Board is $45 per ton and shorts at $52 per ton, but millers have practically none to offer.

Potatoes Are Quoted at $4.50

Toronto

VEGETABLES.—Southern vegetables are mostly in evidence on the market and are selling freely. New carrots in hampers containing about three dozen are quoted at $3.25. Cucumbers are $4.50 per dozen. California cabbage in cases about 80 pounds are quoted at $6. Local rhubarb is selling at $1.25 per dozen bunches. Potato supplies are still light but dealers are of the opinion that this condition will improve in a week or two. Potatoes are quoted at $4.50 per bag.

Carrots, per bag	1 75	2 00
Parsnips, per bag	....	2 75
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	0 08	0 08½
Spanish Onions, large, half cases	....	4 00
Onions, white, large sacks	....	8 50
Celery, Florida, 3 to 4 doz. crates	....	6 50
Cauliflower, Cal., standard crate	....	6 50
Potatoes—		
Ont., 90-lb. bags	....	4 50
Quebec, 90-lb. bags	....	4 50
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	....	1 25
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large hamper	....	4 00
Do., Florida, bbl.	....	6 50
Cabbage, Cal., case 80 lbs.	....	6 00
Green Onions, doz. bunches	0 40	0 50
Hothouse Tomatoes, lb.	....	0 45
Green Peppers, doz.	....	1 00
Rhubarb, doz. bunches	....	1 25
Parsley, per dozen	1 00	1 25
Florida Tomatoes, case	6 00	7 00
Cucumbers, per doz.	....	4 50
New carrots, hampers	....	3 25

WINNIPEG MARKETS

WINNIPEG, April 9—The sugar market remains very firm and advances are expected. Indications in the tea market have a tendency toward higher prices. Raisins are ruling at strong prices. Prunes are easier and prices have declined on some sizes. Spices have advanced. Canned fruit is practically cleaned up. Supplies of rices are limited and prices are firm.

Raw Sugar Continues to Advance

Winnipeg.

SUGAR.—Raw sugars continue to advance in the New York market, and have now reached the highest point of the year. There is evidently a keen demand for all the raw material available, and if raws hold at present level further advances on refined can be looked for.

Redpath Granulated	....	17 55
Atlantic Granulated	....	17 55
St. Lawrence Granulated	....	17 55
Acadia Granulated	....	17 70
Yellow Sugar	....	17 05
Loaf sugar	....	18 40
Powdered Sugar	....	18 05
Icing Sugar	....	18 15

Corn Syrups and Molasses Firm

Winnipeg.

CORN SYRUP.—Shortage of sugar has caused a very heavy demand for syrup of all kinds, and prices are very firm on all lines.

CORN SYRUP—		
Half barrels, about 350 lbs., per 100 lbs.	....	9 40
Cases, 2 lb. tins, white, 2 doz. in case	....	6 80
Cases, 10 lb. tins, white, 1 doz. in case	....	7 80
Cases, 10 lb. tins, white, ½ doz. in case	....	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	....	6 95
CANE SYRUP—		
Cases, 2 lb. tins, 2 doz. in case, per case	....	7 30
MOLASSES—		
2-lb. tins, 2 doz. case	....	7 85
3-lb. tins, 2 doz. case	....	11 05
5-lb. tins, 1 doz. case	....	9 00
10-lb. tins, ½ doz. case	....	8 75

Higher Prices on Tea Likely

Winnipeg.

TEAS.—There is a certain amount of tea on the market, but as sterling exchange is getting higher, it has the effect to advance tea. Business is very brisk.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Raisins Are Firm; Prunes Are Easier

Winnipeg.

DRIED FRUIT.—The market remains firm on all grades of raisins; offerings are not very free; seedless and Muscatels particularly are in small supply. Prunes are easier on all sizes, except the very large, which sizes are holding firm, being in small supply. Peaches and apricots remain unchanged.

Evaporated apples, per lb.	0 24½	0 25
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	....	0 17

Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
PRUNES—		
40-50s, per lb.	0 32½	0 33
50-60s, per lb.	0 27	0 28
60-70s, per lb.	0 25	0 26
70-80s, per lb.	0 24	0 25
80-90s, per lb.	0 21½	0 22½
90-100s, per lb.	0 20½	0 21½
In Cartons, per carton	....	1 38
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20
9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk, fancy, lb.	....	0 33
50-lb. boxes, choice, fancy, lb.	....	0 30

Brazil Coffee is Very Firm

Winnipeg.

COFFEES.—Trade is generally very quiet in the coffee market. Brazil coffee is firm, and is holding for good prices. At present no advances are being shown.

COFFEES—		
Santos, per lb.	0 48	0 50
Bourbon, per lb.	0 49	0 53
Maracaibo, per lb.	0 50	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	....	0 54

Nut Market is Very Strong

Winnipeg.

NUTS.—The tendency for nuts is still toward higher prices. Prices are unchanged.

NUTS—		
Pecans, in shells, per lb.	....	0 30
Peanuts, in shells, roasted, lb.	0 20	0 25
Do., green, per lb.	0 18	0 23
NUTS, SHELLED—		
Salted Peanuts, 10-lb. tins, tin	....	4 20
Spanish Valencia Almonds, lb.	0 62	0 65
Jordan Almonds, per lb.	....	0 75
Walnuts, Manchurian, per lb.	0 80	0 83

Steady Demand For Cereals

Winnipeg.

CEREALS.—Cereals remain steady and firm under active demand. No important change has developed during the week.

Cornmeal, golden, 49-lb. sacks, per sack	....	2 40
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 00
Do., pot, 98-lb. sack, per sack	....	6 75
Buckwheat, Gritz, 100-lb. sacks	9 90	10 90
Rye Flour, 98-lb. sacks	....	5 25
Rolled oats, 80-lb. sack	....	4 35
Rolled wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Whole Yellow Peas, 60-lbs., per lb.	....	0 04
Do., green, 36 case, per case	....	3 75
Split Peas, 98-lb. sacks, per sack	....	8 50

All Spices Have Advanced

Winnipeg.

SPICES.—As announced last week, spices have advanced, due to the high rate of exchange. Following are present quotations:

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 30
Do., 5-lb. boxes, per lb.	....	0 34
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	....	0 48
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 32

Package Goods in Good Demand

Winnipeg.

PACKAGE GOODS.—Package goods are very firm, with a steady demand. Prices are unchanged as compared with a week ago.

Canned Goods Quoted Higher

Winnipeg.

CANNED GOODS—The market is practically cleaned up on fruit, and as mentioned last week, higher prices are looked forward to owing to the increase of labor and material. Canned vegetables are firm and higher prices are being asked. Information coming forward is to the effect that the cost of packing salmon this season will be greater than last year.

CANNED FRUITS		
Apples, 6 tins in case, per case	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz.	....	4 00
Do., 2s, 2 doz. case, per case	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50
CANNED FISH		
Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz.	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00
CANNED VEGETABLES		
Asparagus tips	....	2 75
Beans, Golden Wax	....	1 35
Beans, Refugee	1 15	1 30
Corn, 2s	3 90	1 10
Hominy, 2½s	....	1 50
Peas, standard, 2s	....	1 25
Do., Early June, 2s	....	1 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	1 50
Spaghetti, 1s	....	1 39
Do., 2s	....	1 90
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	3 80

Rice is Holding Very Firm

Winnipeg.

RICE.—Market holds very firm, supplies are limited, no lower prices looked for, and the market may advance to even higher levels than at present, as it is more a question of getting sufficient supplies than of price at present.

Beans Are Now Very Dull

Winnipeg.

BEANS.—The market for beans is very dull. Prices are unchanged.

White Beans, hand picked, 100-lb. bag, per bag	....	8 50
Do., fancy picked, 100-lb. bags, per bag	....	7 75
Lima beans, 80-lb. sacks, per lb.	....	0 13

Fruits Are Now in Active Demand

Winnipeg.

FRUIT.—There is a good demand for fruit and prices are high, but goods are moving out in good volume, even better than last year. The majority of the wholesalers have had a hard time to keep an adequate supply of bananas on hand, and with real spring weather this will be accentuated.

Navel Oranges—		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 75
176s, per case	....	10 00
200s, 216s, and smaller, per case	....	10 75
Cal. Blood Oranges, 176 and smaller, per case	....	10 50
Lemons, Cal., per case	7 50	8 00
Bananas, red, per lb.	....	0 11
Do., yellow, per lb.	....	0 11
Cranberries, per box	....	4 50
Grapefruit, Florida, 36-46s, case.	....	5 50
Do., 54-64s, per case	....	6 00
Do., 72-80s, per case	....	6 50

VANCOUVER

Canned Crabs Are on the Market

Vancouver.

CANNED FISH.—Canned crab has made its first appearance on the Vancouver market. It sells at $4.50 per doz. as against $6.75 for lobster. Up to date the only canned crabs sold on the local market have been imported from California or Japan. A good market is assured for a careful pack of B.C. canned crabs.

A sardine from Sardinia is being introduced to the B. C. trade. They are packed under "Tentatrices" brand and are selling at $21 the case.

New Package Cereal Has Arrived

Vancouver.

PACKAGE GOODS.—Cream of barley is being introduced to the local market. A case of twenty-four packages sell for $6.50. Puffed rice, which has been off the Vancouver market for several months, is again available. The price is

(Continued on page 49)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 9.—The situation in the sugar market is the feature this week. Wholesalers are advising retailers to stock up as the price will probably reach 25 cents per pound. Eastern sugar is quoted at $18.20 and Western at $17.94. Advances have been recorded in cigars, coffee, pickles, canned peas and canned pears. Declines have occurred in MacLaren's and Ingersoll cream cheese, Magic baking powder and fresh eggs.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 67
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 45
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	2 00	2 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 9.—Magic baking powder has declined 25 cents per dozen on 12-oz. size and 90 cents on 5-lb. size. Sweet biscuits, confectionery and jelly powders have advanced, Wagstaffe's strawberry jam and marmalade in 4-lb. tins are up 5 cents a tin. Butter is scarce and supplies difficult to obtain. Fresh creamery butter is quoted at 70 to 71 cents per pound and dairy butter at 55 to 60 cents per pound. Lard has advanced about 30 cents per case in 3s. Local potatoes are higher now, being quoted at $85 per ton.

Flour, 96s, per bbl.	...	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	...	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	16 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 12	0 14
Sugar, pure cane, granulated, cwt.	...	18 92
Cheese, No. 1, Ont., large	0 29½	0 31
Butter, creamery, lb.	0 70	0 74
Do., dairy, lb.	0 55	0 60
Lard pure, 3s	18 90	19 20
Eggs, new laid, local, case	13 00	13 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Filiatras Currants, lb.	....	0 26
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	85 00
Lemons	....	7 50
Oranges	6 00	8 50
Grapefruit	....	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 9.—The general grocery markets are quiet. Advances are expected on molasses and flour. Fresh eggs are plentiful and are quoted at 54 to 56 cents per dozen. Butter is easier, fresh creamery quoted at 65 cents, dairy at 60 cents, and tub butter at 56 to 58 cents. Grapefruit is also easier, selling at $6.50 to $7.50 per case.

Flour, No. 1 patents, bbls., Man.	....	14 90
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 35
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 40
Standard, granulated	....	16 60
Sugar—		
No. 1, yellow	....	16 10
Cheese, New Brunswick	0 30½	0 31
Cheese, Ont., twins	....	...
Eggs, fresh, doz.	0 54	0 56
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 30	0 30½
American, clear pork	54 00	57 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Eggs, storage	0 55	0 55
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	...	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	...	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	...
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 25
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	7 25
Onions, Can., 100-lb bag	7 50	8 00
Lemons, Cal., case	6 00	6 50
Grapefruit, Cal., case	6 50	7 50
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

VANCOUVER MARKETS

(Continued from page 48)

$5.25 per 36-package case, which is the same price as formerly.

Rices Are in Scant Supply

Vancouver.

RICE.—Quotations are higher on rices. Embargo is still on Tonkin and Siam. There are no rices available from India as the Indian crops are inadequate for domestic demand. Canada received no allotment from the British Government, neither did the States get any Rangoon. Cuba was supposed to get a small parcel—some 50,000 tons—but Cuba does not seem to have received any of her allotment.

Sago Easier; Tapioca, Also

Vancouver.

SAGO AND TAPIOCA.—There has developed an easier feeling in sago and tapioca. Prices are from 10½ to 14 cents per pound.

Apple Market Has Firm Tone

Vancouver.

FRUIT.—The apple market has developed a firm tone. Ben Davis quoted at $3 per box, Florida grapefruit at $4.25 per case, and navel oranges at $9 per case.

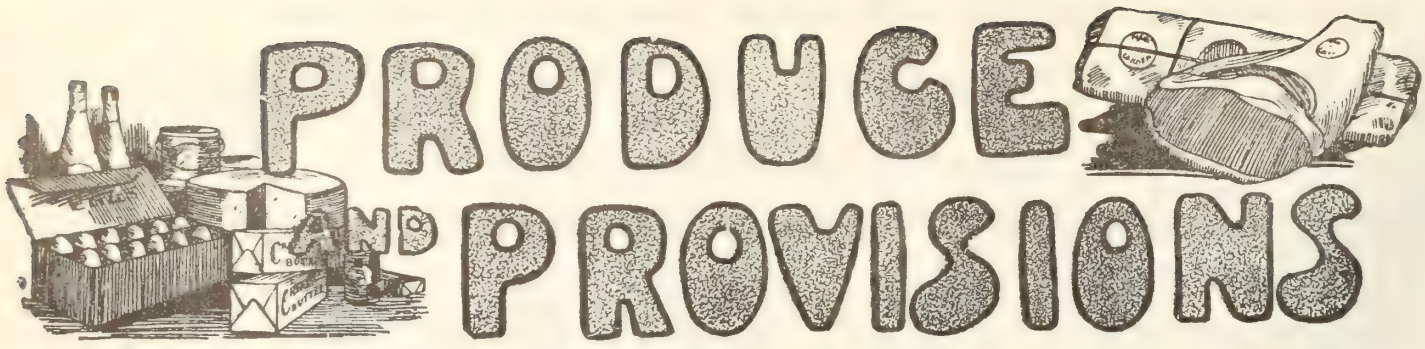
Apples—		
Cooking, box	....	1 75
Baldwin, box	....	2 75
Delicious, box	....	4 50
Spitzenberg, box	3 50	3 75
Winesaps, box	3 25	3 75
Winter Bananas, box	....	3 00
Newtons, box	....	3 50
King David, box	....	2 75
Jonathans, box	2 75	3 00
Grapefruit, Florida	....	4 25
Oranges, Navels	....	9 00
Lemons	....	8 00

Potatoes Higher; Onions Firm

Vancouver.

VEGETABLES.—Potatoes are firmer and quotations are $5 to $10 per ton higher. New Zealand onions are on the market and selling at $9.50 per crate. Cucumbers are $5 per dozen. Green onions are scarce and selling at $1 to $1.25 per dozen.

Potatoes, Asheroft	....	75 00
Do., Mainland, ton	110 00	115 00
Do., local	....	100 00
Carrots, per lb.	....	0 03½
Beets, per lb.	....	0 03
Turnips, per lb.	....	0 02½
Cabbage, per lb.	....	0 05
Onions, B.C. sacks	....	5 50
Do., New Zealand crate	....	9 00
Valencia Onions, sack	....	5 00
Head lettuce, Cal., case	....	7 25
Do., leaf, per doz.	....	0 70
Tomatoes, Mexican	....	5 50
Celery, per dozen	....	3 00
Cauliflower	....	4 25



Has No Difficulty Selling Ends of Bacon and Hams

Geo. H. Sherwood, St. Catharines, Ont., Makes the Provision Department a Revenue Producer —Sells Ends of Meat in Regular Orders

GEO. H. SHERWOOD & CO., Queen street, St. Catharines, Ont., have no difficulty in disposing of the ends of bacon and hams. Mr. Sherwood has a well-equipped meat and provision counter in his store. It occupies space near the front and enclosed in glass, as it is, permits of attractive displays. "But the secret of making the provision and meat department of a grocery business pay," Mr. Sherwood states, "lies in the fact of having one man devote his time to it. I have a man in charge who is responsible for the conduct of the meats and provisions. This section of our business is a revenue producer, for the reason that there is no waste. All ends of bacon and hams are sold and not at a reduction. Our system of disposing of them is this: We work in the ends and small pieces with the regular orders, putting a piece or two to each pound. By minimizing the number of pieces to each order there is no complaint on the part of customers, and there is no loss for us. This way of eliminating waste has been satisfactorily followed by us for some time. We also have a slicer which also enables us to cut our bacon and ham as our customers want it. A slicing machine is practically essential to the success of a meat department."

The High Price of Potatoes

Bad Weather and Many Buyers Responsible for Higher Prices

MONTREAL.—CANADIAN GROCER has been advised by several dealers in potatoes that the present stiff prices of $4.50 and upwards, per 90-lb. bag, have been attained, in part, owing to bad road conditions. These have come about owing to a general breaking-up of roads. The spring thaws, with rains in many localities, have made it impossible for farmers to move their supplies town-ward or city-ward. This makes, of course, a temporary shortage of adequate supplies.

"We could handle twenty carloads of potatoes right here in Montreal every day," said A. Lalonde, a potato merchant, in speaking with CANADIAN GROCER, "and we are not getting over ten or twelve cars. We do not expect that this condition will improve for some time, and probably potatoes will not be any cheaper than they are now. We are asking $4.75 per 90-lb. bag, in lots of 25 bags, and I have a car on the track which will be worth $4.50 per bag in [illegible] lots."

Asked as to the probable trend of the market for the next few weeks, Mr. Lalonde expressed his belief that there will be little recession in the price. It is doubtful, he thinks, if there is a great quantity of potatoes in Quebec. There are many buyers, and general demand being active.

Outsiders Buying

Thos. Ward, of Joseph Ward and Co., Montreal, stated that there are many buyers in from the States picking up quantities of potatoes for shipment into the Northern States, and where there is a good demand for potatoes. Mr. Ward emphasized the bad roads conditions as responsible for present prices, and believes that a $5 per bag price may be reached in the near future. There is, as well, active demand from other sources, Ontario farmers being in need of many potatoes for seed.

Thus, in a short time, a radical change has been brought about in the price range.

EGG DRYING INDUSTRY IN CHINA

China exported in 1918 egg albumen and yolk to the value of over $9,000,000. nearly $2,000,000 of which was imported by the United States and about $4,000,000 by Great Britain. In 1917 the amount of egg albumen and yolk exported by China amounted to $12,000,000, over $6,000,000 of which was purchased by the United States and about $5,000,000 by Great Britain. Canada imports quite a lot for biscuit manufactures.

SELLS MORE THAN A CASE IN A WEEK

"I just stocked it a week ago, and already we have sold over a case of it," remarked James Y. Osborne, James Street, Hamilton, Ont., in referring to the sale of a certain breakfast food that can be prepared in two minutes. "The people have been taking it very freely," Mr. Osborne added, "and it promises to be very active, judging from its popularity at the start. We had never previously stocked it, but it has been selling on the American market, and we decided to get it for our trade. The fact that it can be prepared so quickly recommends it to people. We suggest it to our customers, and recommend it. Invariably on our recommendation, our patrons have given it a trial, and we believe this breakfast food will be a steady seller from now on."

SALMON OUTLOOK THIS YEAR NOT PROMISING

British Columbia's salmon outlook for this year is not promising, say salmon canners, chiefly because 1920 will be an off season for the sockeye in the North, and owing to the difficulty of marketing the cheaper grades, such as the chums and pinks. The run of sockeye on the Skeena River last year was the best in a decade and the canneries put down a record pack.

The cheaper grades of salmon will not be canned very extensively this year owing to the poor prospect of marketing them in the Old Country. Some 200,000 cases of chums from 1919 are still unsold, and the markets in other countries, such as in South America, the Orient or South Africa have not been cultivated to the extent which would justify packing these fish in large quantities.

What Does a Box of British Columbia Apples Cost to Grow?

AT the Western Canada Fruit Jobbers' convention held in Vancouver some interesting figures were given to the delegates by Dean F. M. Clement, of the University College of Agriculture, on the cost of production of apples in British Columbia. Dean Clement's address was listened to with interest by the prairie fruit men, who, in many cases, had never heard just how much it costs to grow, pick, pack, market and ship a box of apples.

Amongst other things Dean Clement said that there were insofar as statistics could tell, between 3,000 and 3,500 orchards in the Province. Speaking of the average investment per acre in apple-growing sections he quoted the following figures: North Yakima, $1,000; Hood River, $990; Wenatchee, $1,925; West Colorado, $625; British Columbia, $1,-162.22.

The yields in British Columbia for a period of five years average as follows:

Trees five years old average 2.32 boxes per tree.

Trees seven years old average 4.32 boxes per tree.

Trees eight years old average 4.74 boxes per tree.

Trees nine years old average 6.14 boxes per tree.

After the trees have yielded for nine years there is practically no increase, having reached their maximum. This means, figuring on a basis of seventy-five trees to the acre, a yield of 480 boxes per acre.

In the figures showing the yield for the various orchards, varying in size from one to twenty acres and more, the following interesting figures were quoted by the professor:

Orchards, one to five acres, yield 6.5 boxes per tree.

Orchards, six to ten acres, yield 5.61 boxes per tree.

Orchards, eleven to twenty acres, yield 4.8 boxes per tree.

Orchards of more than twenty acres show that as the size of the orchard increases the yield per tree decreases.

Basing his averages on a yield of 378 boxes to the acre, Dean Clement quoted the following figures: Labor cost, $86.95 per acre, on a basis of 35 cents an hour; handling cost, $49.48 per acre; grading, packing house charges costs, $210.34 per acre; total material cost, $18.39 per acre; fixed cost, 6 per cent.; equipment cost, depreciation, insurance, etc., $94.24 per acre. This makes a total cost of 378 boxes of apples, $459.40, or $1.21½ per box. Adding to this the cost of management, etc., the cost per box is brought up to $1.54½.

It is questionable if any of Dean Clement's listeners realized that the box of apples which they sold cost as much as they do.

"Egg Marketing Act of 1920" in Province of Saskatchewan

HIS MAJESTY, by and with the advice and consent of the Legislative Assembly of Saskatchewan, enacts as follows:

1. This Act may be cited as "The Egg Marketing Act, 1920."

2. In this Act, unless the context otherwise requires, the expression—

(1) "Candling" means the careful examination of the whole egg by means of a strong light in a partially dark room or place, the apparatus and method used to be such as shall be approved by the Minister;

(2) "Inspector" means any officer appointed for the purpose of carrying out the provisions of this Act;

(3) "Minister" means the Minister of Agriculture;

(4) "Person" includes a firm and an unincorporated association or company.

3. (1) Every person who receives eggs for sale on consignment from producers, or purchases eggs from producers for sale at retail or wholesale, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food.

(2) Eggs found by candling to be unfit for human food shall, if stamped with a mark capable of identifying them as the property of the producer who offers them for sale, be re-candled in his presence, if he so requests.

4. For the purpose of this Act an egg shall be deemed unfit for human food if it be addled or mouldy; or if it has an adherent yolk or a bloody or green-white or a black rot or a blood ring; or if it be incubated beyond the blood-ring stage, or if it consists in whole or in part of a filthy, decomposed or putrid substance.

5. Every person who receives eggs for sale on consignment or buys eggs for resale shall provide and maintain a suitable place for candling eggs, and shall keep such candling records as may be required by the Minister, which records shall be open at all seasonable times for examination by the Minister or an inspector.

6. There shall be placed on the top flat of every case of candled eggs by the person candling the same a record in a printed form on a card or sheet of paper not smaller in size than two and three-eighth inches by four and one-quarter inches, which shall give under the word "Saskatchewan" the license number of the Minister, be cancelled or suspended for a limited time.

11. This Act shall come into force on the first day of June, 1920.

INVENTORY INQUIRIES

Continued from page 38

speculators fail! That is good medicine for all merchants.

A Mighty Satisfactory Record

This letter is to the point:

"Dear Sir—I am sending you a statement of my business:

Inventory, January, 1919	$ 4,801.66
Purchased, 1919	22,006.69
	$26,808.35
New inventory	5,402.27
	$21,406.08
Selling expense:	
Self, wages	$ 1,200.00
Rent	480.00
Int. on investment	288.10
Clerk hire	989.98
Delivery	454.57
Light, etc.	338.15
Advertising	71.58
	$ 4,100.19
Sales, 1919	$27,662.81
Cost mdse. sold	21,406.08
Gross profit	$ 6,256.73
Selling cost	4,100.19
Net profit	$ 2,156.54

"I am selling groceries, hardware and general merchandise. Should I cut stock down? What do you consider is the turnover? Tell me what you think. When I bought this store it was doing $100 a week, five to six thousand a year.

"Yours very truly, ————————."

The average margin on sales is 22 2/3 per cent. The expense is just over 14 4/5 per cent. The profit is just under 7 4/5 per cent. The turnover is between 4 and 4¼ times, counting average stock at $5,000 to $5,400.

The showing is remarkably good. The gross earnings are fully up to those made in mixed stocks of that character. The expense is well within bounds, especially considering that it contains the boss' own wages and interest on capital employed, as well as apparently enough for incidentals not enumerated. The net profit of nearly 8 per cent is splendid.

The turnover is probably not much less than similar stores average, but now is the time to speed it and cut stocks. The turnover should be speeded to six times. That means stock must be reduced to around $3,500 on present volume of sales. Fully $2,000 can be taken out of stock without impairing trading ability at all; and that sum put at interest will be a better asset than idle stock. Keep it handy for emergencies, to pick up lines of bargain merchandise as they come on the market. That is not in sight yet, but it will come. When it comes, buy it and then SELL IT QUICK, on a similar bargain basis. That will be your opportunity to grow on sound merchandising lines of sure business. Them's my sentiments. It is time for retrenchment. Pull in the long lines. Furl surplus sail now. Get money into the bank. That is the safe and sane course to pursue.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 9—Montreal markets are comparatively quiet this week after the increased activity in connection with Easter trade and there are no important changes to report. Hogs are easier, prices having declined to from $20 to $20.50 per 100 pounds. Beef stands very steady and quotations show no change over the prevailing prices of last week. Cured meats are very firm, with higher tendencies. The brisk demands of the past week for both local and country consumption has reduced stocks to a very low level and in consequence the undertone is decidedly firmer. Cooked meats are firm. No changes have been effected in barrelled meats and prices are steadily held. Prices are fairly well maintained on poultry this week and no important changes are noted. Canadian eggs are now in fairly good supply and the market is considerably easier. Quotations are lower, being from 53 to 55 cents per dozen. Shortening and lard are steady and but little movement is manifest in the market. A somewhat easier feeling is shown in the butter market, although no definite changes have been effected locally. Margarine prices are firmly held. Cheese is comparatively quiet and prices are maintained. Fish is not quite so active this week and practically no price changes have been made, although the tendencies are easier.

Hogs Easier, With Lower Quotations

Montreal.

FRESH MEATS.—An easier feeding has developed in the hog market and declined prices are noted. Live weights are quoted at from $20.00 to $20.50 per 100 lbs. The market is not very active on account of the fact that dealers were pretty well stocked up for the Easter trade and but little buying is being done just now.

FRESH BEEF.—Beef is comparatively steady under fairly active demands and no definite price changes have been effected. Prices are firmly held on all cuts.

FRESH MEATS

Hogs, live (selects)	20 00	20 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	28 50
Fresh Pork—		
Leg of Pork (foot on)	....	0 31½
Loins (trimmed)	....	0 35
Loins (untrimmed)	....	0 32
Bone trimmings	0 18	0 21
Trimmed shoulders	....	0 25
Untrimmed	....	0 23
Pork Sausage (pure)	....	0 23
Farmer Sausages	....	0 18

Fresh Beef—

(Cows)			(Steers)
$0 19	$0 22	..Hind quarters..	$0 24 $0 27
0 12	0 14	..Front quarters..	0 15 0 18
....	0 27	..... Loins	0 40 0 42
....	0 22	..... Ribs	.... 0 30
....	0 12	.... Chucks	.... 0 16
....	0 18	..... Hips	.... 0 23

Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.	....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 18

Smoked Meats Firm; Higher Tendencies

Montreal.

CURED MEATS.—Cured meats are decidedly stronger this week in the face of very brisk demand for both local and country consumption which has reduced stocks to a low level. Local quotations are practically unchanged but the undertone is decidedly firmer and advances may be expected in the immediate future. Cottage hams are quoted in certain quarters at about 34 cents per pound.

Hams—		
Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	..	0 35
12-14 lbs.	....	0 35
14-20 lbs.	....	0 35
20-25 lbs.	....	....
25-35 lbs.	....	0 30
Over 3 5lbs.	....	0 29
Boneless (for slicing), 4c advance over above prices.		
Bacon—		
Mreakfast	....	0 45
Cottage Rolls	....	0 34
Picnic Hams	....	0 28

Cooked Meats Steady and Firm

Montreal.

COOKED MEATS.—Cooked meats are firm under steady demand and although prevailing prices show no change over those of last week the feeling in the market is that advances may shortly be expected. Cooked hams are offering at 47 cents but the price is a very firm one with upward tendencies.

Jellied pork tongues	....	0 46
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked		0 47
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 75
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 26
Bologna, lb.	....	0 14

Barrelled Meats Ruling Steadily

Montreal.

BARRELLED MEATS.—There is practically no change to report in this market, and prices are steadily held under fairly active demand. Bean pork is selling at $50.00 per barrel. The undertone is somewhat easier owing to the softness manifest in the live hog market.

BARRELLED MEATS

Barrel Pork— —		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	50 00

Poultry Firm; Supplies Light

Montreal.

Poultry.—Prices are fairly well maintained on poultry this week, and no definite changes have been noted. Supplies of live poultry are very low at the present time and it is stated that storage stocks are being taken freely into consumption. Quotations are firmly held and there is not expected to be any decline.

POULTRY (dressed)—

	(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	....	0 46
Young Domestic		0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 38
Do., (small)	0 32	0 33

Canadian Eggs in Good Supply

Montreal.

EGGS.—Canadian eggs are now in fairly good supply and the market is somewhat easier this week. Canadian new laids are quoted at from 53 to 55 cents per dozen. The undertone indicates that lower prices are probable in the near future.

EGGS—		
New laid	0 53	0 55

Shortening Still Rules on Steady Basis

Montreal.

SHORTENING.—Shortening is steady under fairly active demands and no immediate change is anticipated as far as prices are concerned.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 29
Tubs, 50 lbs., per lb.	....	0 28¾
Pails, 200 lbs., per lb.	....	0 29
Bricks, 1 lb., per lb.	....	0 30

Easier Tone in Local Butter Market

Montreal.

BUTTER.—A somewhat easier feeling is manifest in the butter market, although no definite price changes have been effected. Trade, in a wholesale jobbing way, is stated to be fair but the market is very quiet and but little speculative buying is being done. Creamery

prints are offered at from 64 to 65 cents per pound.

BUTTER—		
Creamery, prints, qual. storage	0 64	0 65
Creamery, solids, quality storage	0 65	0 66
Dairy, in tubs, choice	0 48	0 55
Dairy, prints	....	0 50
Bakers'	....	0 45

Lard Quiet; Unchanged Basis

Montreal.

LARD.—The demand for lard continues to be very fair, but the market is stated to be quiet just now and no changes have been recorded. There are ample stocks to meet the requirements of the moment and prices stand very steady.

LARD—		
Tierces	0 29½	0 30½
Tubs	....	0 29¾
Pails	....	0 30
Bricks	....	0 32

Margarine Firm; Prices Unchanged

Montreal.

MARGARINE. — No important changes have developed in this market since last week. Prices are maintained under demands that are not very heavy and the situation is steady and firm.

MARGARINE—		
Prints, according to quality, lb.	....	0 37
Tubs, according to quality, lb.	0 31	0 35

Cheese Still Firm; No Price Changes

Montreal.

CHEESE.—There is but little movement manifest in the cheese market this week and prices are maintained on an unchanged basis. New (large) is selling at 28½ cents per pound and triplets are quoted at 30 cents.

CHEESE—	
New, large, per lb.	0 29½
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32

Fish Markets Still Hold Steady

Montreal.

FISH.—With the termination of the Lenten season has come a natural falling off of fish trade and things are, today, rather quiet. Practically no price changes have been effected and prevailing quotations rule steady for the time being, although the undertone is somewhat easier. The oyster season is practically over and in consequence local stocks are very low. There is a fairly active demand for lines of frozen fish, particularly halibut, which is quoted at from 20 to 21 cents per pound, (Western, medium).

ONTARIO MARKETS

TORONTO, April 9—No marked change has developed in the market for meats. Beef is steady. Spring lamb is quoted at $18 to $24 each. Pork cuts are about one cent per pound higher. There is a shortage noted on hams and consequently the price has advanced one to two cents per pound. Local eggs are arriving freely and the market shows considerable weakness. Fresh-made butter is scarce and supplies just about meet demands. The fish market is quiet. Poultry supplies are light.

Fresh Meats Standing Firm

Toronto.

FRESH MEAT.—No marked change has developed in the market for meats. Beef is steady. Spring lamb is quoted at $18.00 to $24.00 each. Live hogs are quoted at $18.75 on the fed and watered basis. Pork cuts are about one cent per pound higher.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live off cars, per cwt.	....	19 00
Live, fed and watered, per cwt.	....	18 75
Live, f.o.b. per cwt.	....	17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	..	0 35
Loins of pork, lb.	....	0 40
Tenderloins, lb.	....	0 57
Spare ribs, lb.	....	0 25
Picnics, lb.	....	0 24
New York shoulders lb.	....	0 29½
Boston butts, lb.	....	0 32
Montreal shoulders, lb.	....	0 29½
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 24	0 27
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 24	0 28
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 32	0 36
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.	....	....
Yearling lamb	0 30	0 34
Sheep, whole, lb.	0 14	0 20

Above prices subject to daily fluctations of the market.

Hams Higher; Market Firm

Toronto.

PROVISIONS.—The market for provisions is ruling firm. Hams have advanced from one to two cents per pound. Breakfast bacon is steady at 42 to 46 cents per pound and boneless and skinned backs at 53 to 56 cents per pound according to the trim.

Hams—		
Medium	0 39	0 40
Large, per lb.	0 32	0 33
Heavy	0 28	0 29
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Have Advanced

Toronto.

COOKED MEATS.—The demand for cooked meats, especially ham, is very active. Supplies of cooked ham are inclined to be light—and have advanced one to two cents per pound; now quoted at 53 to 56 cents per pound.

Boiled hams, lb.	0 53	0 56
Hams, roast, without dressing, lb.	0 54	0 56
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Fresh Made Butter in Scant Supply

Toronto.

BUTTER.—There are still good supplies of storage butter but a shortage of fresh made is manifest and just about meets the demand.

BUTTER—		
Creamery prints	0 64	0 67
Dairy prints, fresh, lb.	....	0 59
Dairy prints, No. 1, lb.	....	0 56

Egg Market Continues to Weaken

Toronto.

EGGS.—Large quantities of local eggs are arriving and the market shows considerable weakness. Prices have not as yet reached the storage level but packers expect to commence buying for storage purposes in another week.

EGGS—		
Fresh	0 52	0 53
Fresh selects in cartons	0 55	0 56

Prices shown are subject to daily fluctuations of the market.

Shortening Market Remains Unchanged

Toronto.

SHORTENING.—There is no change in shortening. Prices are ruling at 27 to 29 cents per pound on the tierce basis. The demand is steady.

SHORTENING		
1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

Lard Market Holding Steady

Toronto.

LARD.—Lard is selling at a tierce basis of 30 to 31 cents per pound. Business for lard is normal.

Tierces, 400 lbs., lb.	0 30½	0 31

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Cheese Quiet; Prices Are Held

Toronto.

CHEESE.—There is no activity to the cheese market. Stocks held are large been resumed. Prices hold as here listed.

been resumed. Prices hold as listed below.

CHEESE—		
Large	0 27½	0 29
Stilton	0 32	0 34

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Margarine Holding at Unchanged Prices

Toronto.

MARGARINE.—Business for margarine if anything is rather slow. Prices are ruling steady.

MARGARINE—		
1-lb. prints, No. 1	0 37	0 38½
Do., No. 2	0 34	0 37
Do., No. 3	0 30	0 34
Nut margarine, lb.	0 34	0 35

Fish Market Quiet; Price Maintained

Toronto.

FISH.—As the spring season is approaching the business for fish is gradually falling off. Prices, however, are maintained, due probably to the surplus stocks being cleared up.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 15	0 17
Do., medium	....	0 19
Fresh Whitefish	....	....
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Do., Qualla	0 10	0 11
Halibut, chicken	....	0 15
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickerel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel	....	0 30
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 19
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry Prices Are Now Easier

Toronto.

POULTRY.—The poultry market has developed an easier tone but supplies of fresh poultry are still light, but however, supplies of storage are still fairly large.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 30	-$0 35
Do., young, lb.	- 0 40	- 0 45
Roosters, lb.	- 0 30	- 0 35
Fowl, over 5 lbs.	- 0 38	- 0 38
Fowl, 4 to 5 lbs.	- 0 35	- 0 35
Fowl, under 4 lbs.	- 0 30	- 0 30
Ducklings	- 0 40	- 0 40
Geese	- 0 25	- 0 28
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 30	- 0 35

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	....	0 42
Do., light	0 28	0 40
Chickens, spring	0 28	0 40
Ducklings	0 40	0 45
Geese	....	0 33
Turkeys	0 50	0 60

WINNIPEG MARKETS

WINNIPEG, April 9—The demand for most lines of pork products keeps up. Prices have again advanced from half a cent to one cent. Lard is declining while eggs are arriving from all quarters more freely, which has brought about a declining situation. There is more variety in the prices at which creamery butter is being offered, best quality being offered at 69 to 70c per pound, while dairy butter still continues to be very scarce and very little is being offered.

Hogs Are Ruling Quite Firmly

Winnipeg.

HOGS.—Trade is slated to be fairly good in the hog market this week. Supplies are short and quotations are about the same.

HOGS—		
Selected, cwt.	....	20 50
Heavy, cwt.	....	18 50
Light, cwt.	17 00	18 50

Cheese Market Inclined to be Easy

Winnipeg.

CHEESE.—There has been very little change in the cheese market since last week. Prices are as listed below:

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31¼
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Creamery Butter Remains Firm

Winnipeg.

BUTTER.—Creamery butter is very firm, while dairy butter still continues very scarce.

BUTTER—		
Finest creamery, 1s	0 69	0 70
Dairy, finest No. 1, prints	....	0 40
Do., solids	....	....
Margarine, 1s	....	0 38

Fish Market Remains Unchanged

Winnipeg.

FISH.—Fish remains at practically the same price as quoted last week. Supplies are good.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	2 60
Do., Western, 20-lb. boxes, box	....	2 40
Haddies, in 30-lb. cases, lb.	....	0 15
Do., in 15-lb. cases, lb.	....	0 16
Kippers, East. Nat., 20 count, per count	....	2 40
Do., Western, 20-lb. boxes, box	....	2 30
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 35
Do., Mixed, 9-lb. pails, per pail	....	1 25
Labrador Herring, 100-lbs. bbls., per bbl.	....	8 50

VANCOUVER MARKETS

VANCOUVER, April 9—The produce and provision market is rather quiet and changes are not numerous. Beef has shown a slight advance. Local fresh eggs are easier. Butter has developed a firmer tone. The cheese market is ruling quiet under unchanged prices.

Beef Steers Have Advanced

Vancouver.

FRESH MEAT.—The market for fresh meat, for the most part, is ruling steady. Beef steers have shown a slight advance, now quoted at 24 cents per pound; lamb at 40 and pork at 38 cents per pound.

Beef steers	....	0 24
Do., cow	....	0 21½
Lamb	....	0 40
Mutton	....	0 38
Pork	....	0 38

Creamery Butter is Quoted Higher

Vancouver.

BUTTER.—The butter market has shown a distinctly firm tone. Supplies are scarce and quotations are higher, fresh creamery butter selling at 74 cents per pound.

Fresh Eggs Are 49 Cents Per Dozen

Vancouver.

EGGS.—Local fresh eggs are more plentiful and the market has considerably declined. Prices are now quoted at 49 cents per dozen.

Cheese Markets Remain Unchanged

Vancouver.

CHEESE.—The cheese market is still weak and sales are slow. Ontario cheese is quoted on a basis of 33½ cents per pound. British Columbia is quoted on a basis of 31½ cents per pound.

CHEESE—		
British Columbia	....	0 31½
Ontario, solids	....	0 33½
Do., twins	....	0 33¾
Stilton	....	0 32

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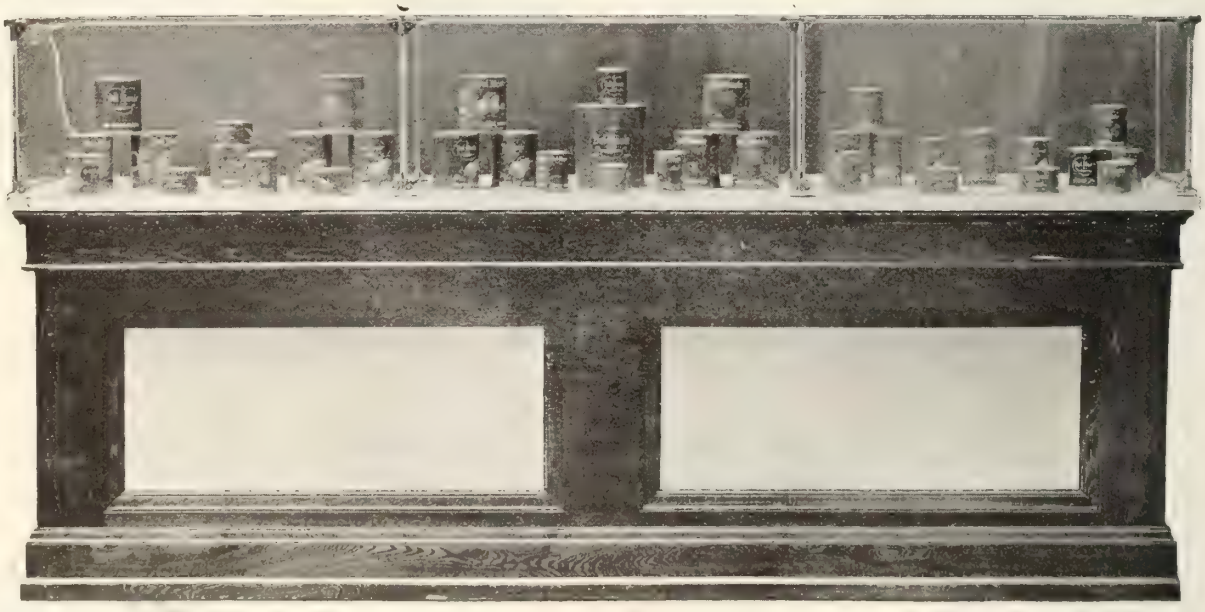

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Pascall Confectionery

ANGEVINE & MCLAUCHLIN, P.O. Box 5, St. John, N.B., and P.O. Box 820, Truro, N.S.

DAVIES, IRWIN Ltd., 301 Read Bldg., 45 Alexander St., Montreal

The HARRY HORNE Co., Ltd., 1297-99 Queen St. West, Toronto

W. H. ESCOTT Co., Ltd., 181-3 Bannatyne Avenue, Winnipeg and at Regina, Sask., Saskatoon, Sask., Calgary, Alta and Edmonton, Alta.

OPPENHEIMER BROS. Ltd., Vancouver, B.C.

JAMES PASCALL, LTD. London, S.E. 1

ENGLAND

Kerr's

HAS WON
ITS FAVOR
THROUGH
ITS FLAVOR

This is a line that need only be displayed to prove that your customers like the handy pocket-size package and the delicious goodness to be found in every package will mean a good, steady repeat business for your Confectionery Department.

TRY THIS LINE TO-DAY AND BE CONVINCED
Sold by all Wholesale Grocers and Confectioners

KERR BROS.

TORONTO ONTARIO

Agents:
F. D. COCKBURN CO., Winnipeg
DAVID BROWN, 167 Cordova W., Vancouver, B. C.
STEVENS & CO., 9 St. Nicholas St., Montreal

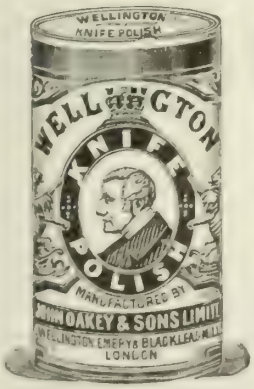
The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



OAKEY'S

"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

A Sugar of Peerless Quality

ROYAL ACADIA SUGAR

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

When you consider the uniform goodness of Royal Acadia Sugar, when you remember that "Every Grain is Pure Cane," you can readily understand the reason for its continued popularity.

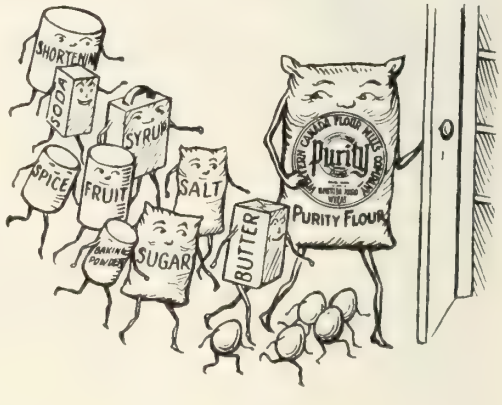
Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

Flour Opens The Door

A MULTITUDE of other groceries from your store get entry into the kitchen and the pantry of the customer when you sell Purity Flour—butter, eggs, sugar, shortening, fruits, flavorings, etc., etc.



PURITY FLOUR

makes permanent friends. It is a carefully milled Western wheat flour of perfect uniformity. Push it—it will help your sales.

Western Canada Flour Mills Co., Limited

Head Office: - Toronto, Ont.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Victoria, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

Your Part in Selling LANKA

Every dealer has a part in the successful Lanka selling campaign.

We guarantee Lanka to be the finest quality of tea which Ceylon's hill gardens can produce. It sells at the retail price of 75 cents a pound.

Backing this quality and this popular price is our irresistible selling campaign in the magazines, newspapers and farm papers of Canada.

Beautiful advertisements appear in continuous succession to over a million circulation and about five millions of readers telling them how much they will enjoy Lanka.

Your part is — display Lanka on your shelves —put the Lanka window card prominently in your window — use the store sign which we provide.

Remind your customers when they order that you can supply them with Lanka, the tea that they have been reading about. This is the co-operation to put the campaign over and assure your profits in Lanka.

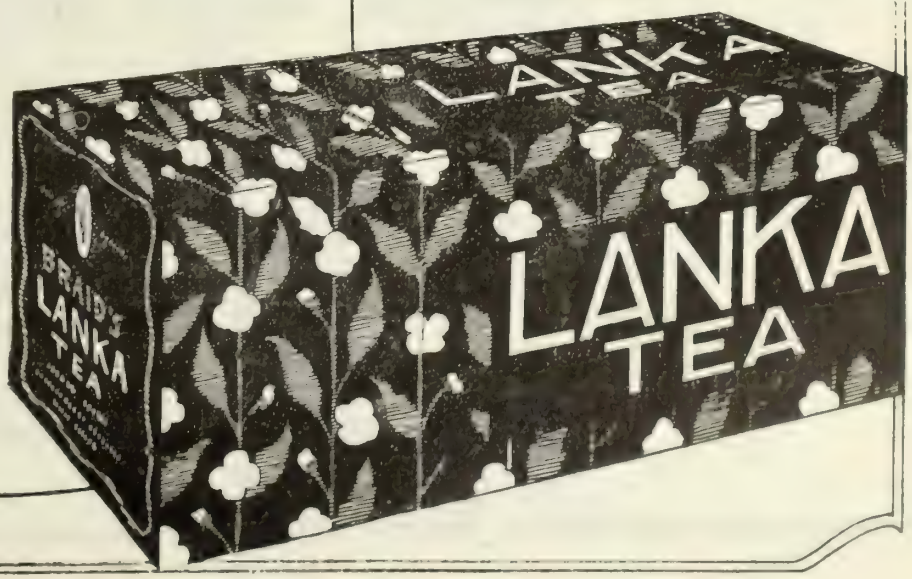
The popularization of Lanka assures a steady demand of satisfied customers who compliment you on supplying them with the best.

So be sure your stock is ample and well displayed. Order from your dealer today.

Lanka is imported and packed by

WM. BRAID & COMPANY
Vancouver, Canada

Ontario Agents
S. H. Moore & Company
704 Excelsior Life Bldg.,
Toronto



Junket
MADE *with* MILK

Quality and Economy

Junket is a delicious, economical dessert that is highly nutritious and quickly prepared.

It is sold in a 10-tablet package that retails at 15c with an excellent profit.

Junket can be prepared in an almost endless variety of dainty, wholesome dishes.

Junket Powder (NESNAH)

is a Junket in powdered form, the quick dessert — made in a jiffy. Comes in four flavors in attractive packages, retailing for 15c. Its great economy and deliciousness will appeal to your customers.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS and CO.
32 FRONT ST. WEST, TORONTO

"It has the Nip"

The safest line to recommend

White Swan Mustard

Here is an "All Canadian" MUSTARD **that costs less than any imported lines and is superior in strength and flavor.**

WHITE SWAN MUSTARD has won a reputation with Canadian women through its great strength and flavor—a reputation that is winning big profits for "WHITE SWAN" dealers.

See advertisements in daily papers

White Swan Spices & Cereals Ltd.
Toronto, Can.

Brodie's XXX Self-Raising Flour

will prove one of your greatest sellers. It is a thoroughly dependable line that has forged to the front through sheer merit and has won the hearts of Canadian housewives by adhering to high standard, purity and quality year in and year out.

Brodie & Harvie, Limited
BLEURY STREET, MONTREAL

—*the all-Canadian Leaders*

That Malcolm purity and quality combined with Malcolm delicious goodness and undoubted economy have been appreciated by Canadian housewives is evidenced by the fact—that in spite of keen competition they have become the all-Canadian leaders in their line.

Now, as never before, it is the duty of every merchant to keep Canadian money in Canada. That's why we urge you to buy Malcolm's Milk products—the All-Canadian—Canadian-made products on the market.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONT.

Displaying Profitable Bulk Goods
As a Means of Stimulating Sales

THROUGH housing compactly in a special display counter, you can concentrate 2000 pounds of bulk goods near the scale, within easy reach of clerk. Without moving more than two or three steps, he can serve twice as many customers.

One Clerk Serving Over a SHERER COUNTER Does the Work of Two

All the goods are directly in front, handy to scales and cash register. The clerk stands directly behind the counter. He removes the goods from the drawer onto the scale without waste motion.

The Sherer Counter
Is a Reliable Salesman

Because there are 31 little show windows making a constant appeal to the strongest desires in the average person —a natural desire for good things to eat—you will find that this counter presents a steady invitation to buy more and leads to building up a bigger trade and selling more goods. Back of the display pockets are the drawers holding 31 kinds of bulk goods, kept clean, sanitary and fresh; these always assure the customer that he is getting the very best goods.

WE HAVE A PLAN outlined whereby you make 12% on certain bulk goods by following suggestions we make.

Write immediately for the outline.

We take all the risk.

SHERER-GILLETT CO.
Guelph, Ont.
Dept. 57

Mail the Coupon To-day

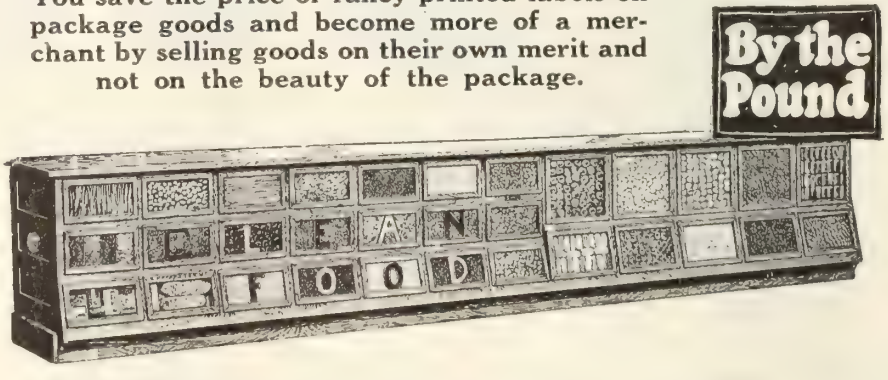
Please send us without obligation on our part your plan for making 12% or more on certain bulk goods.

Name .....

Town .....

Province .....

You save the price of fancy printed labels on package goods and become more of a merchant by selling goods on their own merit and not on the beauty of the package.



SHERER-GILLETT CO.
GUELPH, ONT.

All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

SHORT OF HELP TOO BAD!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—3 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

Rates—3c per word first insertion, and 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 85
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days

Eagle Brand, each 48 cans	$11 00
Reindeer Brand, each 48 cans	10 50
Silver Cow, each 48 cans	10 00
Gold Seal, Purity, ea. 48 cans	9 85
Mayflower Brand, each 48 cans	9 85
Challenge Clover Brand, each 48 cans	9 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 75
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 00
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..$12.50
16 oz. tins, 2 dozen per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40-lbs., Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12¾
40 lbs. Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

RICE

The continual stream of large and small export shipments has slowly but surely absorbed practically all of the better grades of rices and what is left on hand at the mills is inferior in color and higher in price. With the big rice consuming season near at hand we would advise you to build up your stock. For your approval we are listing the following rices which are very fine quality:—

Dainty Blue Rose Java Style	100s	18¼
Snow Japan	100s	17¼
XX Special	100s	15¼

If you have any Chinese trade you can make a clean up on

Pakling (Straw Mats)	50s	17¼

Send us an order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

The J. H. Hanson Co., Ltd.

244 Paul St. West MONTREAL

TURKISH DELIGHT

HAREM BRAND

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

Mail us your order.

DOMINION SALES COMPANY

General Sales Agents

ROOM 412, BIRKS BLDG. MONTREAL, QUE.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 90
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	7 10

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half bbls., about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 50
5-lb tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	7 15
20-lb. tins, ¼ doz. in case	7 20

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	$4 00
½-lb.	2 00
Robinson's Patent Groats—	
1-lb.	4 00
½-lb.	2 00

BLUE

Keen's Oxford, per lb.	0 24
In cases, 12 12-lb. bxs to case.	0 25

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	**$1 20**
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lbs.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	**1 25**
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	**1.25**
Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes	**1 30**
Forest and Stream, tins, 8s, 2-lb. cartons	**1 44**
Forest and Stream ¼s, ½s, and 1-lb. tins	**1 50**
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	**1 35**

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. bxs, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	**0 47**
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	**2 45**
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	**4 15**
Kelogg's Toasted Corn Flakes, Ind.	**2 00**
Kellogg's Dominion Corn Flakes	**4 15**
Kellogg's Dominion Corn Flakes, Indiv.	**2 00**
Kellogg's Shredded Krumbles.	**3 50**
Kellogg's Shredded Krumbles, Ind.	**2 00**
Kellogg's Krumbled Bran	**1 85**

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES
California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT
Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR
(Guaranteed Pure)
We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Florida Tomatoes, Celery
"Stripes" Brand
Florida Grape Fruit
Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.
TORONTO
Wholesale Fruits and Vegetables

Owing to the high freights prevailing

CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Wrapping

Paper

and

Twines

Write Us—

Walter Woods & Co.
Hamilton and Winnipeg

Kiddies—and grown folks — can't get too much of the genuine

Wantmore

PEANUT BUTTER

It not only has a delicious flavor but it is more nourishing than milk or eggs.

Your dealer has it and also "Wantmore" Salted Peanuts,

R. L. Fowler Company Limited
Calgary Saskatoon Regina

"FOWLER'S PRODUCTS ARE BETTER!"

An extesive advertising campaign in Canadian dailies and Farm publications is constantly telling over **two million readers** why **"Fowler products are better."** Key up your local advertising with this big campaign by sending for free electros.

"Wantmore" sales are good-will sales

because every can of "Wantmore" Peanut Butter is made from the best varieties of selected peanuts, perfectly roasted and carefully blended to produce that distinctive "Wantmore" flavor. Grocers everywhere find it a rapid selling line—a winner of satisfaction and good-will.

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA

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BUYERS' MARKET GUIDE
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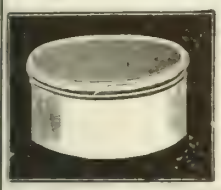


STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

HIGHER PRICES ON SALMON LIKELY

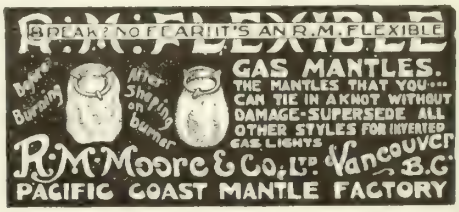
Prices for the new pack of canned salmon will likely be higher, but it is too early to get any definite idea yet. The advance in raw material and the rate of exchange, which amounts to a large sum on cans bought in the U.S. will probably mean a considerable advance.

The pack of sockeye cannot possibly be as large as last year, but packers are looking for a fair run in northern rivers and expect a good run of cohoes and pinks, though the price of the two latter will no doubt be considerably advanced.

FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on Burner
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent.

Where answers come to our care to be forwarded, 5 cents must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

ICE CREAM AND CONFECTIONERY BUSIness, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price $100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

FOR QUICK SALE, CORNER STORE, FIXtures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected recleaned stock per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2 (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

GENERAL STORE FOR SALE IN GOLD MINing camp. Buildings alone or will sell with stock. Reason for selling other business. Would take young man in who cared to invest. Box 110, Canadian Grocer, 153 University Ave., Toronto Ont.

SOUR ORANGE PULP TO SELL—APPLY TO Belgian Pulp Manufacturer of Alora, Malaga, Spain.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY STORE, DWELLING, small payment down, good business. Particulars. Apply 1722 Third Ave. E., Owen Sound, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

WANTED

WANTED—OUTSIDE GASOLINE TANK AND pump in good condition, also refrigerator suitable for bottled goods. Send full particulars. Sawyer Bros., R.R. No. 5, Guelph.

WANTED—A GROCERY BUSINESS, OUTSIDE city limits, or within 75 miles of Toronto. Give valuation of property and stock. Box 62, Canadian Grocer, Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

AGENCIES WANTED

COMMUNICATION WITH MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

Opportunities are offered every week on this page

Watch them

PRICE'S RENNET WINE

makes the best

JUNKET

A most delicious dessert, one teaspoonful is enough for a pint of milk.

Retails, 25c per bottle

Wholesale price, $2.25 per dozen, $24.30 per gross.

Manufactured by

PARKE & PARKE

Limited

Macnab St., and Market Sq.

HAMILTON, ONT.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Keep up the Sales Momentum!

THROUGH our special Easter advertising, thousands of new customers have learned to appreciate Swift's Premium Hams and Bacon.

By a little effort on **your** part, these newly-made friends, and **their** friends, as well as the **old** ones—can be kept coming to your store all through the year. A good meal is **always** welcome—and there's none better than

Swift's Premium Hams and Bacon

Keep up the momentum—by keeping your stocks complete—by making prominent displays—and by suggesting Premium Hams and Bacon.

The result will be more satisfied customers, and a steady increase of profitable business.

Order from our Traveller, or write direct.

Swift Canadian Co.
Limited

TORONTO WINNIPEG EDMONTON

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand [illegible] big line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best.

One sale makes a permanent customer

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.

MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, APRIL 16, 1920 No. 16

Gosse-Millerds'

Your Repeat Sales Show You the Greatest Profit

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case.

It is a well-known fact that the initial sale of any article requires the greatest expenditure of time and effort.

It is, therefore, the course of wisdom for which you feel assured your customers will come back and ask.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

Gosse-Millerd Quality is Guaranteed

GOSSE-MILLERD PACKING COMPANY, LIMITED

Salmon and Herring Canners and Packers

Head Office, 597 Hastings St. West, Vancouver, B.C., Canada

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

O-Cedar "Reflections"

The goodness of O-Cedar Polish is "reflected" in the finely polished furniture of a million Drawing and Sitting Rooms.

The quality of the O-Cedar Polish Mop and of the polish that makes it so effective, is "reflected" in the brilliant floors of a large percentage of the best homes — in the clean, sparkling condition of hard and soft wood floors — in the fresh, "new" look of linoleums and oilcloths.

The satisfaction obtained by housewives, from the steady use of O-Cedar Products is "reflected" in their constantly—increasing sales to the most particular women in Canada.

The advantage to be derived by a merchant from identifying his store with the O-Cedar line, is "reflected" in the increased business reported by those dealers who have linked their stores with the O-Cedar national advertising.

It is the far-sighted, keen merchandisers of Canada who are to-day giving greatest prominence to O-Cedar in their windows and in their local advertising. They are not doing this for any other reason than the prestige and profit they secure by such a policy. It's a policy that pays—it has paid them—it will pay you.

REFLECT upon it—then act.

Channell Chemical Company, Limited, Toronto, Ont.

CLEANS AS IT POLISHES

O-Cedar Polish

CANADIAN GROCER published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

BORDEN MILK CO. LIMITED
EAGLE BRAND
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition, each label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Borden's

Now and always the Standard of Quality

Borden's Milk Products have won and maintained their leadership for over 63 years and their unequalled quality reputation is well-known to Canadian housewives.

Get up an attractive Borden display and realize on the peerless selling power of the name Borden's.

Your wholesaler will supply you.

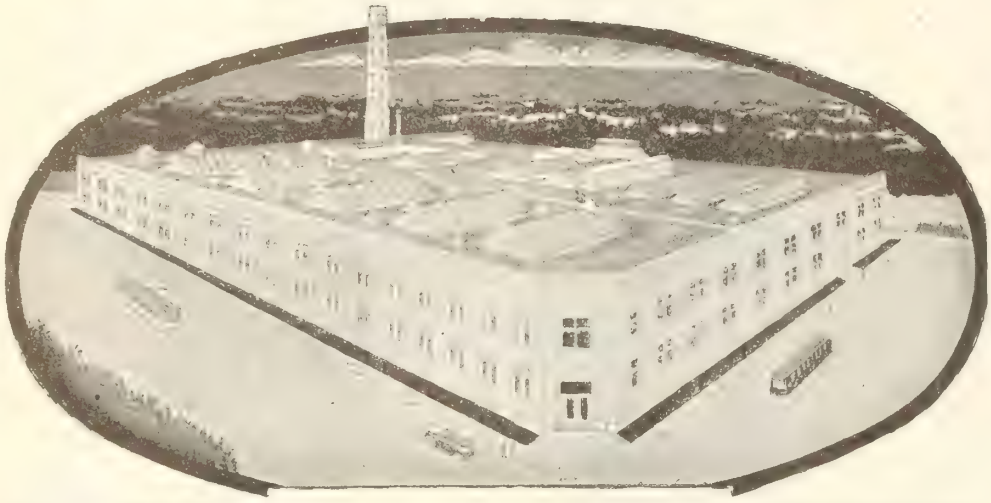
SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

WAGSTAFFE'S



New Season's Seville Oranges justarrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.

SPICES

We offer for prompt shipment from source—documents reading, **in transit to Vancouver**—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations Upon Application

J. ARON & COMPANY, Inc.

NEW YORK

Canadian Representatives:

A. T. CLEGHORN, Vancouver, B. C.
HENRY M. WYLIE, Halifax, N. S.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN LTD., Winnipeg, Man.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

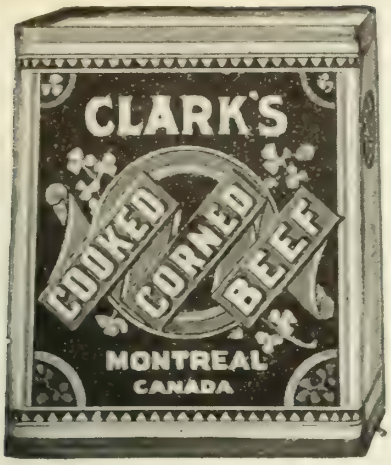
ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND



CLARK'S CORNED BEEF

Ready to Serve—Slices Perfectly

An Excellent Seller for Spring and Summer Seasons

CLARK'S SOUPS

A FULL LINE

Unsurpassed in quality and flavor

See the price—and don't forget that "economy" is a big word with your customers to-day.

CLARK'S PORK and BEANS

with Tomato, Chili or Plain Sauce

are still

THE LEADING SELLERS

Their Quality Tells

All The CLARK GOOD THINGS Are

MADE IN CANADA BY CANADIANS

W. CLARK, LIMITED, - MONTREAL

"It has the Nip"

The well-known
"made in Canada"

White Swan Mustard

Why pay more for imported mustards, Mr. Grocer, when you can buy this better mustard at a better price.

White Swan Mustard is made from the finest English seed in our own Canadian factory, and its superior flavor and greater strength have made it the leader in its line.

White Swan Mustard is attractively packaged in:—

¼ pounds $2.25
½ pounds 3.50

White Swan Spices & Cereals Limited

Toronto - - - - Canada

DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

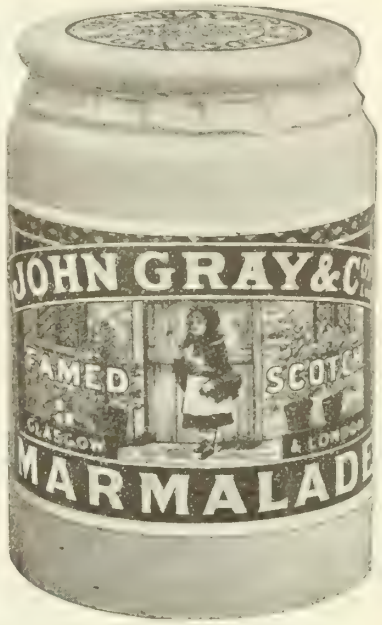
BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:
FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

Try
a sample order of

WHEAT GOLD
BREAKFAST CEREAL

(Formerly "Wheatine")

Get in touch with your wholesaler and try a small sample order of this high-grade Canadian hard wheat breakfast cereal.

Wheat Gold is a most nutritious and healthful all-wheat breakfast food. It is rich in gluten and makes delicious porridge, puddings, pancakes, gems, etc.

Wheat Gold is attractively packaged in a cleverly-designed carton that makes excellent displays, and if present orders are any indication of the future it is bound to be a leader in world of breakfast cereals.

W. B. Browne & Co.
TORONTO, ONTARIO

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

FAMLYADE

The Delicious True Fruit Drink

Now Manufactured in Canada by

POWER-KEACHIE
LIMITED

Duncan and Pearl Streets, TORONTO

Telephone: Adelaide 5523

Packed in display cartons, 1 doz., 1 flavor, in each carton.

$3.00 doz. f.o.b. your jobber.

Special discount on gross quantities.

Lime
Lemon
Orange
Raspberry
Cherry

Order From Your Jobber

HOPS

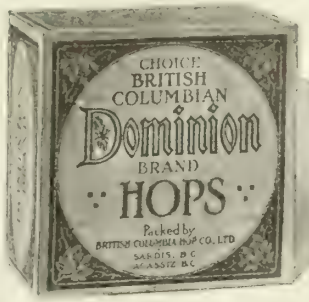
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

AprOl SELLING IDEA No. 1

MAKE A DISPLAY ON YOUR COUNTER

Now is the time to push Sales

Every Housewife **will** need **AprOl** for making **SALADS.** Its delicious.

Tell her how good it is for BAKING purposes.

It's absolutely Pure, made from Ripe Fruits.

Be sure your Stock is complete.

YOUR WHOLESALER HAS IT

W. J. BUSH CITRUS PRODUCTS CO. Inc.

National Laby. CALIFORNIA, MONTREAL, TORONTO

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

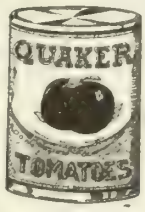
Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND



We need the Grocers' friendly co-operation

DOMINION CANNERS B.C. LTD.

Vancouver, B.C.

Malt Extract

For Making Home-Made Beer

Every Grocery Store in Canada can sell Malt Extract **without a license.**

We require representatives in every Province. Good proposition. Big Sales.

CANADIAN MALT EXTRACT CO., Reg'd

298 St. Urbain St., Montreal

Packed Where They Are Caught

If carried any distance, herrings will become bruised by their own weight and lose that firmness that distinguishes

"Wallace's"

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

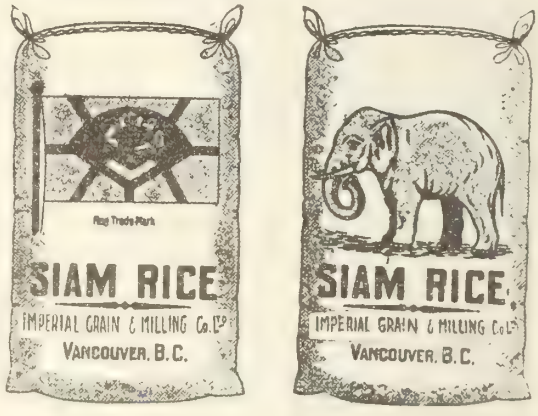
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

"PINK ROSE" Brand
CANNED SALMON

is caught and packed right on the fishing grounds!

FRESH from SEA to CAN!

The
BRAIN, BLOOD, BONE & MUSCLE FOOD.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, BC.

JOHN PRITTY
Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, SASK.
We sell in car lots:

Butter	Poultry	Oyster Shells
Eggs	Rice	Cattle Molasses
Potatoes	Beans	Cattle Cake
		Etc., Etc.

A Live Western Organization

LET CANADIAN GROCER Sell It For You

EVERY MORSEL EDIBLE AND DELICIOUS

OVERHEARD

Salesman — **I can sell you some pilchards 75c a case cheaper than "Albatross."**

Wise Dealer — **What's the matter with them?**

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."

Mr. Grocer — It invariably works out like this.

Made in Vancouver

Made in Regina

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for **MOIR'S** Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

The Advertisers would like to know where you saw their advertisements—tell them.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.
45 Front St. East, TORONTO.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

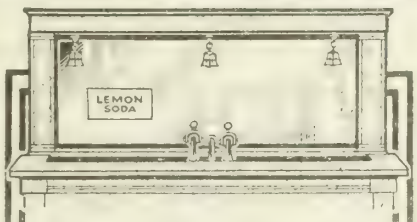
ALBERTA

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

Calgary Storage & Cartage Co.,
Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.



Some Recent Installations of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.
The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba

ARNETTIZE YOUR STORE

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

MACARONI
The pure food that builds Muscle and Bone at small expense
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

SHEELY-MOTT CO.
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
98 St. PETER ST. QUEBEC

Say you saw it in Canadian Grocer, it will identify you.

TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

Saves time
—in wrapping
—in weighing

Sell "Arm & Hammer" Brand Sal Soda

This highly popular brand, put up in attractive cartons of 2½ lbs. each, is certainly making a hit with Canadian housewives. Place your order to-day with your jobber and sell Sal Soda the new and handy way.

Church & Dwight, Limited
MONTREAL

Sani-Flush
(TRADE MARK, REGISTERED)

Closet Bowl Cleaner

A stained and odorous water-closet is a source of aggravation to the neat housekeeper. She rejoices at finding that ***Sani-Flush*** easily keeps the closet clean, sanitary, odorless.

The sale of ***Sani-Flush*** runs into millions of sales each year. Are you selling your share?

Harold F. Ritchie & Co.
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.

OCEAN BLUE
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

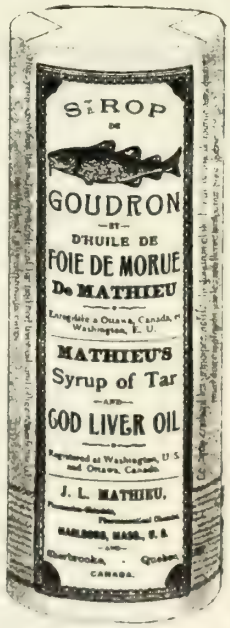
Western Agents: Hargreaves (Canada) Ltd., c-o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon; Hargreaves (Canada), Ltd., c-o Johnston Storage Co., Vancouver, B.C.

Good Profits

will reward your efforts if you suggest to your customers that they use

Mathieu's
Syrup of Tar
and
Cod Liver Oil

for cure and prevention of colds. Keep your stock of this excellent remedy well displayed. It will pay you well.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE - QUEBEC

One of the reasons for Marsh Quality is that nothing but selected Concord Grapes are used in preparing

Marsh's Grape Juice

They are subjected to heavy pressure after the stems have been removed and the resultant juice is pasteurized, and bottled while hot. The clear purple liquid shows in its appearance the exacting care that has been taken to ensure its quality.

The Marsh Grape Juice Company
NIAGARA FALLS, - ONT.
Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

DON'T

be caught short of Stock when the Season opens

GRIMBLE'S

CAN SUPPLY

ALL YOUR VINEGAR REQUIREMENTS

Remember! Orders are dispatched in rotation

"First Come, First Served"

and

The Quality

"SECOND TO NONE."

Grimble's Vinegar Breweries
are in LONDON, England

Sell Us Your

JUTE SUGAR

—BAGS—

AND COTTON LINERS

We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, TORONTO

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

NO!

THE MAN WHO KNOWS "SALADA" TAKES NO SUBSTITUTES

HE KNOWS from experience that only the finest teas, from the finest tea-producing gardens in the world are in "SALADA" Tea.

HE KNOWS he can trust "SALADA" to serve his customers with always the best tea, always perfectly fresh tea, all the time, now or years hence.

HE KNOWS "SALADA" is the maximum of quality at the minimum of cost. He knows that there are 30 years of experience back of "SALADA" in buying, blending and packing teas. The value of this experience is proved by the enormous sale that "SALADA" has.

HE KNOWS that he makes good profits because they are quick profits with "SALADA" because it is an ever ready seller sure, too, because the sale is absolutely guaranteed.

SALADA TEA COMPANY OF CANADA, Limited

"NOBILITY"

"PEERLESS"

"ELGIN"

Three brisk and profitable trade getters

These high quality chocolates are made from the purest materials and their excellent flavor and quality together with their reasonable price form a selling combination that is irresistible.

Send for our prices on box and bulk chocolates and pan candies. You'll find our quotations very attractive.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg

A Message to Manufacturers

Two Aggressive Western Brokerage Houses Have Now Joined Forces

The efficiency of our combined organizations, and the valuable connections which we entertain with leading Manufacturers Exporters, and Importers, enables us to offer you exceptional facilities for rendering you increased service.

NICHOLSON RANKIN LIMITED
WE CANNOT SUCCEED UNLESS YOU PROSPER
A Strong Link that Means Bigger Opportunities for You
TRANSOCEANIC TRADING COMPANY LIMITED

We have our own Foreign Offices at:
London, Eng.
Paris, France
Brussels, Belgium
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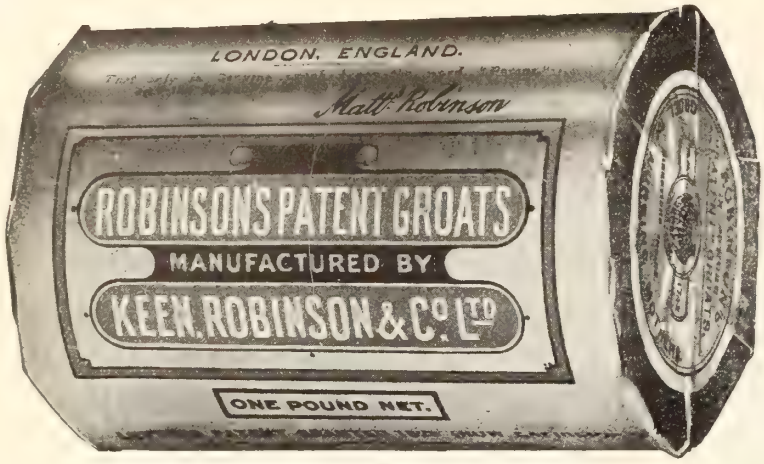

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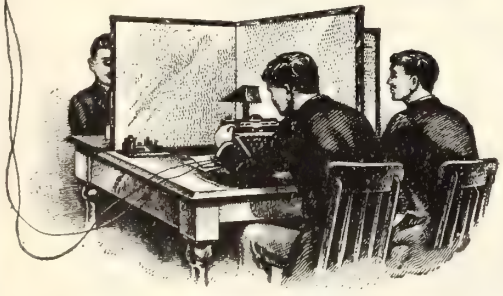

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CANADIAN GROCER

VOL. XXXIV TORONTO, APRIL 16, 1920 No. 16

Are Grocers Losing Their Farm Trade?

Merchants in Towns Where U.F.O. Stores Are Established Complain of Diminished Country Business—The Experience of Some Grocers in This Regard

The establishment of United Farmers' stores in various parts of the Province has meant in a good many cases, the diversion of the country trade from the regular grocery stores to these new founded places of the farmers' organization. For some grocers who previously had carried on an extensive business with farming communities, it has meant the cutting off of a productive source of revenue. Just what the grocers' attitude should be towards these organizations, is hard to define, but it would seem, that it calls for a good deal of tact and sound judgment. From the accompanying article, it appears that farmers, as a whole have not gone over to the farmers' stores, and some, already showing dissatisfaction, have returned to their former grocery. Advices from some parts of the United States point to the co-operative movement in merchandise as being foredoomed, and for the present the grocer must endeavor to meet the competition of the U. F. stores, and abide the time, until the movement has proved its stability or otherwise.

"WHAT is the average grocer doing in the towns and cities where the United Farmers' Organization has established stores to meet this competition?" The question is one that is perplexing many a merchant. That grocers have lost their farm trade, to some extent, there seems to be no doubt, and more than one man throughout the Province of Ontario has intimated that the opening of these U. F. O. groceries has meant the wiping out of accounts with people in the farming communities.

Not All Deal at U.F.O. Stores

But farmers generally, with one sweep, as it were, have not gone over to the support of the farmers' stores, and, undoubtedly, dissatisfaction on the part of some farmers with U.F.O. prices has meant the return to their former grocers. Instances of these conditions have come to the notice of CANADIAN GROCER. Farmers, who are known to be shareholders in the U.F.O., have openly stated that it was not their intention to deal with the farmers' stores. Long years of trading with their respective grocers have established connections that are not lightly thrown aside. "Why should we leave our grocer, who has always dealt fairly with us and served us with satisfaction?" they ask. Many, for sentimental reasons, the result of long associations, have refused to link up with the U.F.O. stores.

Influence of Price Difference

Another case was related to a CANADIAN GROCER representative the other day. It is an instance of where a farmer left his grocer on the opening of the U.F.O. store in the town, but because of a price difference has since returned to his former place of buying. One day he entered his old grocery and asked for some tobacco. On handing out a dollar, which he thought was the price of the same, he was surprised to receive ten cents in exchange. "They charged me $1 for it in the U. F. O. store," he said. "Well, if that is the way they are doing things, they won't get any more money from me." Just that little incident brought him back to the old store.

A story is also told of a woman from the country who went into her former grocery and endeavored to sell the merchant some eggs. She was told to take them where she bought her groceries. Now, on the face of it, this strikes the CANADIAN GROCER as poor business. It would seem that this grocer allowed his indignation to run away with his better judgment. Should it so happen that the Farmers' organization should ever decide to discontinue the grocery business, it is more than likely that this woman in seeking a place to buy her groceries, would not think of going back to her old place. She will not soon forget this discourteous treatment, and no doubt has told the story to many of her rural neighbors, who, too, will be numbered among those who will avoid this grocery. Such treatment does not appear to be in line with a wise business policy. CANADIAN GROCER would like to have an expression of opinion from subscribers on this point.

The intimation of C. Rice-Jones of the Western Grain Growers that many of the Western farmers were not patronizing the Grain Growers' stores as they should, seems to indicate that out in Western Canada, too, the farmers are not, as a whole, transferring all their purchases to the Grain Growers' stores.

Craze is Foredoomed

That the existing craze for the co-operative distribution of merchandise at retail is foredoomed to the same failure which has characterized similar experiments in the past, is evidenced by reports from Portland, Oregon, which states that a large co-operative store started there by the Portland Central Labor Council is on the rocks financially. In

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Efficient Accounting System Essential

E. F. Mason, Peterborough, Ont., Believes That the Main Weakness in the Grocery Business To-day is the Bookkeeping—"Few Grocers Can Tell Accurately What Their Business is Really Paying," He Says

E. F. MASON, of Petetrborough, Ont., who has developed a large grocery business in that city, about a year ago branched into another store on the cash and carry plan. He is well pleased with the result to-date and predicts a successful future. His Grocerteria motto is "We Sell For Less." "No matter how prices go in other stores," Mr. Mason remarked recently to CANADIAN GROCER, "we strictly adhere to our motto and we believe it pleases our customers."

The store has no counters. The walls are all cabinets and shelves. There is one show-case and fruit shelf in the middle of the floor. This gives the store a very roomy and inviting appearance. The shelves are painted white, while the office-balcony and store trimmings are finished in golden oak. He uses no window display, but on the large plate windows in a green scroll are the words "GROCERTERIA. WE SELL FOR LESS." Just a representative quantity of all the stock in the various lines are on the shelves and the prices are marked distinctly on each article. The stock of the store is kept in a wareroom behind the main store. The customer on entering is given an order-blank book and from the suggestive array of the goods on the shelves writes out his or her order with the price opposite each. When the order is completed, it is torn from the book. One-half is handed to the desk to be checked up and the other half is taken by a capable staff, who fill the order from the stockroom and parcel it up. No time is lost and the customer receives her parcel soon after she has paid her bill.

The Power of Suggestion

"The best part of this system is that the power of suggestion is used to the utmost as the customer looks over the shelves," Mr. Mason remarked. "Many possible sales are lost in the ordinary store because customers suppose the price of some attractive lines to be high and dislike refusing something that admittedly interests them because the price may be high. In our new store everything has the price marked on it. Clerks are always on hand to give information or help in choice of articles, but further their services are not required.

The Accounting System

"My accounting system may be of interest to some other grocer. I feel that the main weakness in the grocery business to-day is the bookkeeping. Few grocers can tell accurately what their business is really paying. We have a very simple system, whereby we can readily figure our profits, at the same time checking up our stock and any possible losses. Every article that comes into stock is charged against the store at the selling price. Consequently at the end of every three months the value of the stock on hand plus the cash returns must balance with the amount charged to the store. Any reduction on the regular prices are credited to the store so that it does not interfere with the quarterly balance. For example: if sixty pounds of tea selling regularly at seventy-five cents are put on sale at seventy cents, the store is credited with number of pounds actually sold multiplied by five. I find that this is a very accurate and practical scheme, which leaves no room for doubt as to where any losses occur.

Stock Under Three Heads

"In figuring our selling price from the cost we divide all the stock under three heads. First, vital necessities as bread, butter, sugar, baking powder, flour, salt and cereals; secondly, extras, as tea, coffee, cocoa, spices and canned goods; thirdly, specials, as extracts, olives, pickles, preserved fruits. On the first group we make our profits as light as possible and make slight advances on the other two groups. All our prices are figured systematically, regardless of the prevailing prices. The customer gets the benefit of our systematic organization and our careful buying. I believe this system pleases our customers, for they are the people who have to be satisfied."

DATE	GOODS RECEIVED	COST PER UNIT	SELLING UNIT PER UNIT	CHARGED TO STORE AT SELLING VALUE
15/12/19	50 lbs tea	.60	.75	37.50
17/12/19	1 cs. porridge Oats (20 pkt)	.28	.35	7 00
17/12/19	100 lbs. sugar	.16½	.18	18.00
17/12/19	50 lbs butter	.55	.60	30.00
		CREDIT		DEBIT
	CREDIT / DEBIT FOR CHANGE IN INVOICE PRICES	None.		None.
	CASH RECEIPTS FOR MONTH	$60.	38.	
	VALUE OF STOCK ON HAND AT SELLING PRICE	$32.	12	
	TOTAL	$92.	50	$92.50

The above is an outline of the accounting system used by E. F. Mason, of Peterboro, Ont., in connection with the cost department of his Grocerteria. All goods are charged to the store at selling price. Consequently the value of stock must balance with the total store account. Any change in selling price is credited or debited to store account.

LOSING THEIR FARM TRADE

Continued from page 23

less than six months' operation, this store has lost almost $5,000 and is now in the hands of the credit bureau of the State Merchants' Association. Outlining the store's activities, the report continues :

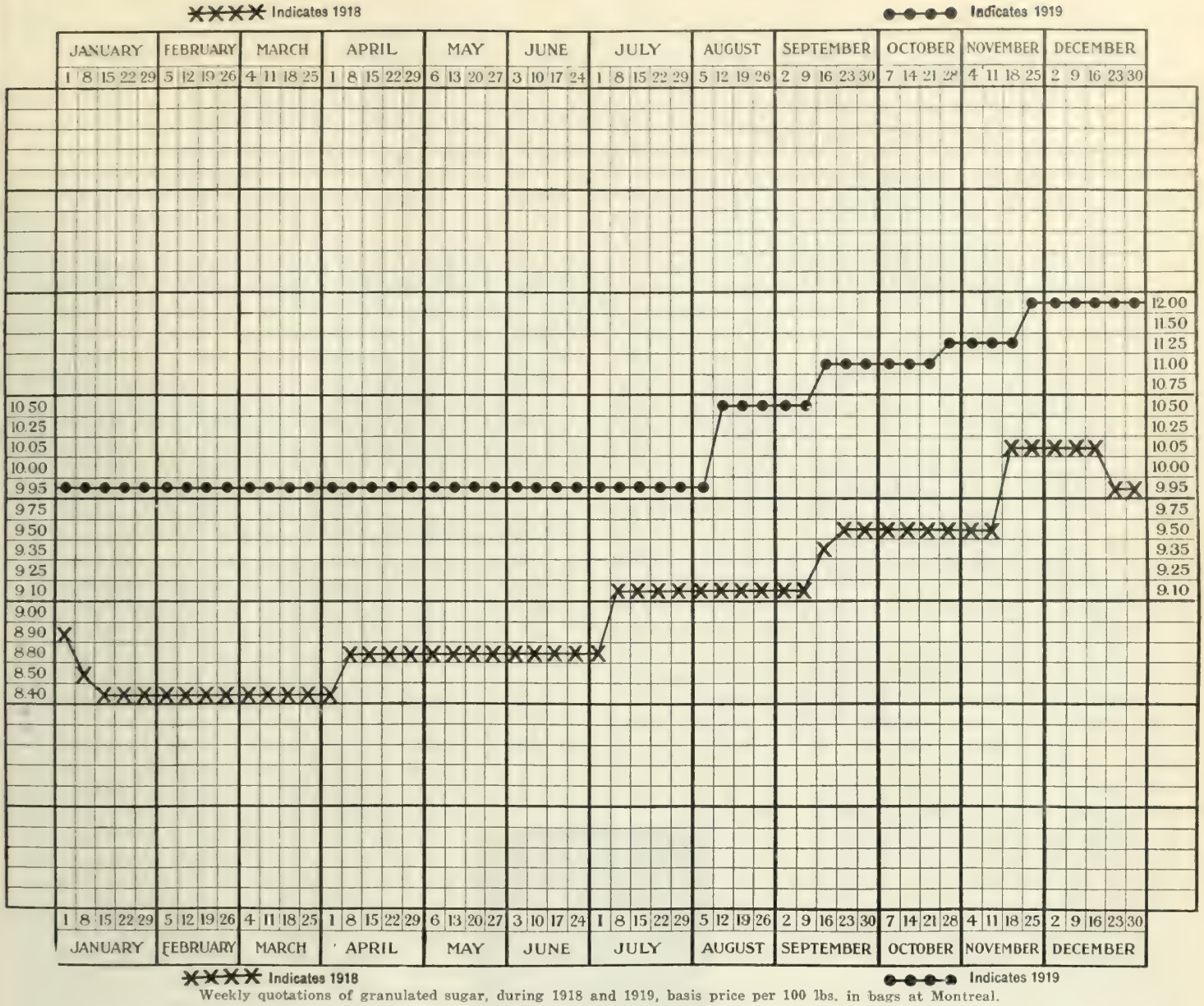
Made Big Claims

"At the time the store opened, union labor leaders bragged that they were going to crowd retail competitors out of all trade from their members, and held out glowing promises to those who would pay a monthly membership fee for the privilege of trading there. For a short time all went well, but reports were soon prevalent that the store was in trouble, and it was soon headed for failure.

"The store was known as the State Exchange. It purported to operate on a cost plus basis, selling at a 5 per cent. margin. In addition it exacted a fee of 25 cents monthly from union men, and 50 cents monthly from others.

"The Central Labor Council, which will have to meet its obligations under an agreement that had been made, is now trying to finance a reorganization. If they succeed the store will be operated under the so-called Rochedale plan."

The merchants of Dunnville are closing every Wednesday afternoon from April first to September 30th.



Weekly quotations of granulated sugar, during 1918 and 1919, basis price per 100 lbs. in bags at Montreal.

Another Refiner Advances Sugar

Raw Sugar is Advancing in Leaps and Bounds —The Cuban Sugar Crop is 550,000 Tons Short

ANOTHER sugar refinery has advanced the price of refined sugar. The Dominion Refinery advanced the price $2 per hundred on April 10 and the Acadia advanced the same amount on the first of the month, while others are expected to advance in the near future.

Raw sugars have been advancing so rapidly the past week that it is difficult to keep track of. Cuban raws were selling last week around 13 cents cost and freight, or about 14 cents duty paid, and on Friday the price was 15.30 cents duty paid. Even at these prices there was not sufficient to meet the demand, and with the keen bidding prices commenced to soar to higher levels until on Saturday some shipments were sold at 17¾ cents. Coupled with these high prices is the report that the Cuban crop is some 550,000 tons short of what was at first estimated.

With the reduced estimate of the Cuban crop and the reluctance of Cuban holders to offer sugar freely, buyers are turning their attention to other sugar producing countries, and recently business has been consummated in Philippine and Java sugars at a price around 16.50 cents duty paid.

A refiner representative stated to CANADIAN GROCER: "It looks as though prices will be higher if the present indications of the raw sugar market stand for anything, and while we cannot say just when advances will take place, it is sure to be higher."

Supplies of refined sugar have been arriving quite freely the past few weeks and is apparently going rapidly into consumers' hands. One wholesaler remarked: "We distributed last week 300,000 pounds, or 10 carloads, and it looks to me as though consumers are taking the advice of the Government to lay in their supply of sugar."

SELLS TO TWELVE OUT OF TWENTY CUSTOMERS

"I carried a sample package of a certain new cake filling and icing in my pocket the other morning when I was calling on my customers for their orders," stated Mr. French, of French & Kadwell, grocers, St. Catharines, Ont., to CANADIAN GROCER recently. "It was the first we had stocked of this new preparation, and very often I adopt this means of introducing new articles to my customers. Out of twenty people I called on, twelve ordered a package of this new icing cream. Invariably I 'push' new goods in this way. It is usually attended with a good deal of success, and I was very well pleased with the result of this effort. If the people come back for more, the sale of this article is assured. I have been talking it, and recommending it to all my customers, and the majority of them have been willing to give it a trial. It is moving freely, and I am anticipating repeat orders on the same."

Supply and Demand Still Working

Law of Compensation is Also on the Job—How It is Still Operating in the Grocery Trade

Henry Johnson, Jr., Will Talk to Toronto Grocers

Toronto, April 15—(Special).—Paul Findlay, retail merchandiser of the dealer service department, California Fruit Growers' Exchange, is coming here next week to talk to the Grocers' Section, Retail Merchants' Association, 2 College Street. Mr. Findlay is perhaps better known to the Canadian grocery trade as "Henry Johnson, Jr." He has been writing articles on buying, selling, business management, etc., for CANADIAN GROCER for several years and his fame has spread across the continent. He is as well known in Vancouver and Halifax as in Montreal and Toronto, if not personally as far as his merchandise ideas are concerned.

His talk to the Toronto grocers will be given on the evening of Thursday of next week, April 22. The subject will be along the lines of the high cost of business and will be accompanied by blackboard figures which give the theory and practice of margin computation. He will also deal with the retailing of perishable foods.

Paul Findlay, or as the trade already knows him, Henry Johnson, Jr., spent 36 years behind the counter. He not only knows the grocery trade, but can put his knowledge clearly, concisely and fluently into words. During the past eight months he has travelled nearly 30,000 miles calling on merchants, studying their problems and helping them with his experience.

Henry Johnson, Jr., is prepared to take up any question on any phase of retail distribution. The discussion which always follows his talks never fails to evoke the liveliest interest. According to reports from other cities where he has talked, his meetings have attracted large crowds, who have found them profitable and entertaining. This meeting is open to all retail grocers—admission free. Everybody is invited by the Association, and urged to attend—and it is a brass-tacks talk.

IN our childhood we were taught that every effect was preceded by a cause. In theory it seems very reasonable. It is especially reasonable as applied to things indifferent, things which do not touch us intimately or closely. But when an effect jabs us individually in the ribs we are apt to lose our capacity to look for the cause. Thus we yell, run around in circles, and generally act foolish.

To-day we have numberless examples of the pot calling the kettle black. Storekeepers who know in their hearts that they are not guilty of profiteering and are indignant if charged with such a crime are yet ready thoughtlessly to agree that the other fellow is guilty as the devil, and they condemn him without a hearing. For example, coffee is high, Let us find out why, let us seek the cause. Then maybe we shall not condemn too readily and perhaps, too, we shall do something much more useful: we may find a way to remedy the unfortunate condition.

Why is Coffee High?

The price of coffee remained stationary all during the war. The advance has come since the armistice was signed. Why? Because there were no ships available for coffee shipment to Europe during the war. Big crops accumulated in Brazil. An unlimited supply was right next door to Uncle Sam's territory where sailings were comparatively safe and the route not very long nor tempestuous. With European markets open

Henry Johnson, Jr.

again and European supplies entirely exhausted, Brazilian prices inevitably rose from former starvation figures to such as yield a liberal profit.

Can we wonder at this? Can we blame the Brazilians? Let us remember that coffee is the only commodity which great numbers of Brazilians have to exchange for things of United States manufacture, and such items now cost the Brazilians 200 to 300 per cent. more than they did before the war. Maybe we had not thought much of that factor in the enhancement of our coffee cost. Maybe we better think of it now. Then there was a severe frost which damaged the Brazilian crop about 40 per cent. in 1919-20. That not only affects this crop, but will reduce those of the next two or three years. It takes some time for the trees to recoved after such a backset.

Law of Compensation May Help Some

Of course, and naturally, there is another side. Both American and Brazilian coffee men have taken advantage of the situation to gamble in coffee, just as men gamble in wheat or copper or any other commodity when they think the gambling is good. When such acts take a wide enough sweep and touch enough people intimately, as coffee touches the American breakfast table everywhere, some mighty interesting unforeseen and permanent results are apt to ensue.

Excessive prices caused American importers to place orders in other countries — Porto Rico, Hawaii and the Philippines. Immediately we discovered something we already knew, but had not applied practically so long as Brazilian coffee was cheap and plentiful. We found that those other coffees were milder, more fragrant, smoother, richer in real delicacy of flavor, and of vastly greater individuality of character than the product of the Santos district.

Just as Germany has forever lost dominance in the great dye, nitrate and fur industries, because she sought to dominate the world politically, so in Brazil's attempt to play the hog she seems to have overreached herself to such an extent that she has lost, not temporarily, but permanently, a dominance which undoubtedly and admittedly was hers up to two years ago or less!

(Continued on page 45)

Wholesalers Lose in Los Angeles Court

Somewhat Similar Case to That of York Trading Co. and Ontario Wholesalers Before the Federal Trade Commission—Brokers and Sugar Refiners Also Given Orders—The Decision in Detail

READERS of CANADIAN GROCER who followed the recent Wholesale Grocers' investigation proceedings at Hamilton and Toronto, will be interested in a somewhat similar case which came up recently in the Los Angeles, California courts. The Los Angeles Grocery Company, is a combination of retailers formed for the purpose of buying their goods direct. The wholesale grocers raised objections to manufacturers selling this firm on the ground that it was not a straight wholesale grocery business. The Federal Trade Commission upheld the retailers' buying organization, and gave their decision against the wholesalers. Whether this is the last word in the case, or not, is problematical, and it is likely more will be heard of it in the future. Neither is it assured that it will be considered a criterion for any decisions the Canadian Board of Commerce may make. The opinions of the Board on the York Trading Co., a similar concern, are well known. Also when a United States case of fixing the resale price was cited during the investigation, Commissioner W. F. O'Connor stated it would have no bearing on the declarations of this board here as conditions were different in the two countries.

The following description of the case, and result is taken from the "Retail Grocers' Advocate" of San Francisco, California:—

"The Federal Trade Commission has rendered its decision in the complaint made by the Los Angeles Grocery Co., a co-operative wholesale house, incorporated by members of the Los Angeles Local Association and Grocers in various cities and towns of Southern California.

"The ruling is sweeping in its effect and orders the twenty-eight respondent wholesale grocers and brokerage firms to "cease and desist" from interfering with, coercing or boycotting manufacturers for selling direct to the Los Angeles Grocery Co., which although made up of retailers, is a wholesale grocery concern.

"The ruling lays down a new definition of a wholesale grocer and establishes other new precedents concerning co-operative wholesale grocery organizations. The decision is revolutionary in its nature and provides new and drastic principles of merchandising as far as the wholesale grocers and brokers are concerned.

Declared Bona-Fide Wholesaler

"The findings of the Federal Trade Commission justify the claim of the Los Angeles Grocery Co. that it is a bona-fide jobbing house, and that it has been subjected to unfair competition on the part of the Los Angeles jobbers and practically all of the brokers as well as the California and Hawaiian Sugar Refinery Company and the Western Sugar Refinery Company of San Francisco.

"Among the charges of the Los Angeles Grocery Co. was the claim that in many instances it was prevented from buying food products direct from manufacturers because the brokers were fearful of a jobbers' boycott if they sold direct to this co-operative wholesale house, composed of retail grocers, all of whom are members of our Southern California Retail Grocers' Association.

"When the Los Angeles Grocery Company was originally formed the plan of operation was to sell all members at cost and levy a proportionate charge as dues to cover operating expense. On January 2, 1918, the method of operation was changed to that of a regular jobbing house, selling goods to others than members at an advance over cost to cover expense.

Prevented From Buying Direct

"Application was made to all manufacturers and their brokers to be placed on the direct list which would enable the Los Angeles Grocery Co. to buy goods direct at jobbers' prices. This was prevented by some mysterious force, said to be the big stick wielded by the wholesale grocers of Los Angeles, together with their affiliations throughout the country, against many leading manufacturers.

"It was shown that approximately 38 per cent. of the the goods purchased by the L. A. Grocery Co. could not be procured direct, although in some instances they were secured in a roundabout way or through a third party.

"During the hearing Manager Flavel Shurtleff testified there were 80 retail grocery firms, stockholders of the corporation, and altogether 275 customers. This year's business will approximate $1,750,000. A gross profit of 5 per cent. is charged over the cost of the goods. The cost of doing business for the Los Angeles Grocery Co. for 1918 was 3.05 per cent.

"Customers must either put up a cash deposit—own stock in the company—or pay C.O.D. In all cases bills must be paid weekly. The only delivery service is on sugar. No regular salesmen call upon the trade but men are sent out occasionally to stimulate sales.

"It was shown during the hearing that it was necessary for certain brokers, packers and manufacturers to resort to secret rebates and other methods to equalize the price paid by the jobbers and that at which the L. A. Grocery Co. was billed.

"Although the phalanx of attorneys cross-examined the Los Angeles Grocery Co.'s witnesses in a merciless manner, few of the respondent jobbers went on the stand in their own defense.

Carload of Sugar Held Up

"One of the sugar refining companies it was shown sold and delivered a carload of sugar direct to the Los Angeles Grocery Co. through some misunderstanding of a ruling of the U.S. Food Administration. The second carload ordered, however, was held up and not delivered because of this same mysterious influence.

"This decision may be appealed from by the respondents, but no announcement to this effect has yet been made.

"The Federal Trade Commission findings in this instance will no doubt revolutionize the entire wholesale grocery business. Now that the ban is lifted and manufacturers are instructed by the Federal Trade Commission's order to recognize co-operative wholesale organizations like the Los Angeles Grocery Company and others, there is no doubt but what many such organizations will be formed by the smaller and the medium sized retailer in order to be on a par with the large chain store systems and the large preferred buyers, all of whom will now flock to the manufacturer to purchase direct.

"There are hundreds of similar co-operative wholesale houses composed of retailers scattered throughout the U. S. A., The San Francisco Grocery Co. here, after which the Los Angeles Grocery Co. was patterned, will immediately demand the right to purchase direct. The Pyramid Grocery Co., of Denver, similarly incorporated, will do likewise. The United Grocers of San Francisco, Portland and Seattle, the Oakland Wholesale Grocery Co., and many others will with slight re-organization be in a position to demand similar privileges.

"The findings are based on instances cited at the recent hearing. They include the following:

Basis of Findings

"Protests by jobbers to brokers that the Los Angeles Grocery was not conducting its business in accordance with the standards of said jobbers and should not be allowed to purchase on the same basis as themselves. Particular reference is made to sugar in this connection.

"Questioning of respondent brokers by jobbers relative to whether or not their products were sold to the Los Angeles Grocery and threats of boycott because products were secretly sold to that company.

"Demands by the respondent brokers that goods sold the Los Angeles Grocery

should be purchased indirectly through another jobber.

"Letters and telegrams by brokers to their principals objecting to sales to the Los Angeles Grocery.

"Offers by jobbers to sell certain customers of the Los Angeles Grocers at prices lower than those charged this company for similar products.

"Issuance of false statements and mirepresentations concerning the Los Angeles Grocery, its plan and manner of conducting its business.

Trade Commission's Findings

"Relative to the effect of these conditions, the report continues:

"That as a result of such agreement and conspiracy the Los Angeles Grocery Company has been compelled since and prior to January 2, 1918, to purchase approximately 38 per cent. of the products and commodities usually handled by it in the course of its business, from its competitors, and to pay its competitors for such products and commodities prices higher than those regularly charged by manufacturers to its said competitors and others engaged in similar business.

"That as a result of such agreements and conspiracy, the said Los Angeles Grocery Company has lost to its competitors, the respondent jobbers, a large volume of business, and said Los Angeles Grocery Company has suffered a further pecuniary loss by reason of its inability to obtain sugar from the respondents, Western Sugar Refinery and California and Hawaiian Sugar Refining Company.

"That the sale of sugar constitutes a large and important part of the business of a wholesale grocer or jobber. That as a result of such agreements and conspiracy, and the refusal of the respondents, Western Sugar Refinery and California and Hawaiian Sugar Refining Co. to sell sugar to the Los Angeles Grocery Company, various manufacturers' representatives engaged in selling products and commodities in the course of interstate commerce to the wholesale grocery trade of Southern California have been influenced and persuaded to refuse to sell the products and commodities handled by them respectively to the Los Angeles Grocery Company at the prices regularly charged to its competitors and others engaged in similar business.

"That as a result of such agreements and conspiracy, the Los Angeles Grocery Company has been prevented from purchasing freely in interstate commerce the goods and commodities dealt in by it upon the terms and at the prices charged to its competitors; and said company has been compelled to purchase many of the commodities dealt in by it from and through its competitors and to pay to said competitors therefor higher prices than those paid by said competitors.

Order to Cease and Desist

"The order to cease and desist is divided into four parts, one concerning the respondents generally, another affecting the jobbers, a third, the brokers, and a fourth, the sugar refiners.

The general order forbids the following:

(1) Combining and conspiring among themselves to induce, coerce, or compel manufacturers or manufacturers' agents to refuse to sell to the Los Angeles Grocery Company, or to refuse to sell to said Company upon the terms and at the prices offered and charged to competitors of said company and others engaged in similar business.

(2) Continuing or establishing any tests or standards for determining or deciding whether the Los Angeles Grocery Company shall be permitted to purchase its supplies in interstate commerce upon the same terms and at the same prices as its competitors and others engaged in similar business.

(3) Making verbal or written statements to manufacturers, manufacturers' agents, or others, that the Los Angeles Grocery Company does not conform to any test or standard established by respondents or any of them.

(4) Inducing, coercing, or compelling, or conspiring or attempting to induce, coerce or compel manufacturers or manufacturers' agents to refuse to sell to the Los Angeles Grocery Company because of any plan of organization or method of transacting business adopted by said company.

(5) Carrying on between and among themselves, or with others, communications having the purpose, tendency or effect of inducing, coercing or compelling manufacturers or manufacturers' agents to refuse to deal with or sell to the Los Angeles Grocery Company upon terms agreed upon between such manufacturers, or their agents, and said company.

(6) Combining or conspiring among themselves, or with others or using any scheme or device whatsoever to hinder, obstruct and prevent the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce the .commodities and products usually handled by it in the course of its business, or from freely competing in interstate commerce with the respondents of Haas, Baruch & Company, Stetson-Barret Co., M. A. Newmark & Co., R. L. Craig & Co., United Wholesale Grocery Company, Channel Commercial Company, California Wholesale Grocery Company, or others engaged in similar business.

(7) Hindering, obstructing, or preventing any manufacturer or manufacturers' agent from selling and shipping in interstate commerce to the Los Angeles Grocery Company.

(8) Combining or conspiring together, or with others, or using any scheme or device whatsoever to hinder, obstruct or prevent manufacturers, or their agents, from dealing with the Los Angeles Grocery Company upon the terms agreed upon by such manufacturers, or their agents, and said company.

(9) Making or circulating any false or misleading statement or representations concerning said company, its plans of organization, or method of transacting its business.

(10) Combining or conspiring among themselves, or with others to compel, or attempt to compel the Los Angeles Grocery Company to purchase the commodities required for its business from or through any competitor of said company.

Jobbers are Restrained

"Respondent jobbers are restrained from:

(1) Combining and conspiring among themselves, to boycott, or threaten to boycott, or to threaten with loss of custom or patronage, any manufacturer engaged in interstate commerce, or the agent or representative of such manufacture, for selling or agreeing to sell to the Los Angeles Grocery Company at prices regularly charged competitors of said company or others engaged in similar business.

(2) Making any statements or representations, verbal or written, having the purpose, tendency or effect of preventing the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce, the products and commodities dealt in by it in the course of its business.

Brokers are Restricted

In addition to the general order, respondent brokers are forbidden from:

(1) Combining and conspiring among themselves, or with the other respondents herein, or with other persons or parties to hinder, obstruct or prevent the Los Angeles Grocery Company from freely purchasing and obtaining in interstate commerce the products and commodities dealt in by it in the course of its business, or to induce, coerce, or compel manufacturers, producers or dealers engaged in interstate commerce to refuse to sell to said Los Angeles Grocery Company.

(2) Making or communicating to their respective principals, verbally or in writing, any statements or recommendations the purpose, intent or effect of which is to induce and persuade such principals to refuse to sell to the Los Angeles Grocery Company upon the terms and prices offered to its competitors and others engaged in similar business.

Sugar Refiners Must Sell Direct

The two sugar refiners are forbidden from:

(1) Combining or conspiring among themselves and with the other respondents herein, or with any persons or parties, to hinder, obstruct and prevent the Los Angeles Grocery Company from freely competing in interstate commerce with other persons, parties, firms, and corporations engaged in such commerce, by refusing to sell sugar to said company, upon the terms and at the prices offered to its competitors and others engaged in similar business.

(2) Using any device whatever to compel the Los Angeles Grocery Company to pay for sugar purchased by it prices higher than those charged to competitors of said company and others engaged in similar business."

Turnover Tax vs. Profits Tax

Turnover Tax Thought to be More Equitable—Sliding Scale of Percentages Would Apportion Responsibility—Profits Tax Has Tendency to Discourage Efficiency in Merchandising—Effect on Import and Export Trade

THE rumor of a tax on turnover in place of the present Federal taxation levied on excess profits, as outlined in last week's issue of CANADIAN GROCER, has caused much interest in all departments of the trade. There are a number of viewpoints to be considered in dealing with the subject, and it is only by securing all classes of opinion that a true appreciation can be had of what the turnover tax would mean and what its advantages would be. From the standpoint of the Government, there are many advantages of a tax based on a percentage of turnover. Returns will be made much more promptly, it having been suggested that monthly returns would be required. The work of Government inspectors would be greatly lessened as it would be obviously easier to establish what the turnover of a business has been for any stated period than to establish what its profits have been over and above all provision for costs, which vary greatly as between certain businesses. A sliding scale of percentages would be very necessary, for some businesses are conducted on the basis of a small profit and large turnover, and in such cases even a very small percentage added would mean a great deal.

Further there is the question of import and export trade. It is felt that the percentage of tax would not be sufficiently large to render prices so high that they would have difficulty competing in foreign markets. On the other hand, goods imported into the country would bear their share of taxation through the importer, though in that case they would only bear the one tax, whereas similar lines manufactured in the country would bear a tax at several stages.

P. C. Larkin of the Salada Tea Company told CANADIAN GROCER that he thought the proposed tax on turnover should be confined to business done within the Dominion, and that all export trade should be exempt. Mr. Larkin cited for example the case in his own business. At the present time, for instance, all credits for teas for distribution from the Salada Tea Co. in Boston are arranged from the Toronto office. They are shipped direct to Boston, but are invoiced from here. In other words the Canadian Company realizes a profit on sales of teas to Boston. The sales to foreign lands are also all made from Toronto. "Now with a tax on turnover, Boston will buy direct, and all sales to foreign lands will be made through Boston," remarked Mr. Larkin. With the cutting off of this business from Canada, the possibility of revenue from income taxes is eliminated. Thus the proposed tax on turnover is unprofitable from the point of view, that in taxing exports, it would mean the wiping out of this trade, and with it would go the profits, from which is derived the Government income tax, which the Government does not propose to abolish. We have to have taxes, but I think in the best interests of the country, sales outside the country should be exempt. I believe it would be unwise to tax foreign trade that we are anxious to develop. My idea would be to confine it to business in Canada alone, so as not to discourage outside trade.

"This condition of affairs would apply chiefly, of course, to Canadian firms with an United States connection, as they could then have foreign business attended to, from United States houses. What is true in the case of Salada tea, might also apply to automobiles and other lines manufactured in this country, where branches are maintained in the United States."

D. W. Clark, retail grocer, Avenue Road, Toronto, considered the proposed tax on turnover a simple and direct method of taxation. While not possibly directly would the consumer have to pay it, yet in the long run it would simply mean that the tax would be added to the cost of an article and the consumer would be the sufferer. As in the grocery trade, where the turnover in some cases might be very large and the profits rather small, the proposed tax might not meet with entire approval.

"There is no simpler form of imposing a tax," stated Hugh Blain, president of the Wholesale Grocers' Guild. "While some business concerns, having a large turnover and a small profit may object to it, all these taxes have to be paid ultimately by the consumer. It is easy to see how it may be considered unequal. On the whole it is a very simple and easy form of taxation."

J. E. Ganong, president of Lever Bros., soap manufacturers, in expressing an opinion on the proposed tax on turnover, thought that it would be more or less complicated, in that so many businesses would be affected, before it ultimately reached the consumer. The whole process of handling, from the manufacturer to the consumer, would mean that all the hands through which an article passed would be taxed, and in the end the consumer would have to pay it. It would be a very simple method for the Government, but the man who was not making money would have to pay alike with the fellow who was realizing big profits. He would rather see the one who was amassing large profits pay the bigger share.

(Continued on page 30)

Shall We Divide Canada?

IN 1867 our fathers consummated at great price a union of all the provinces and interest of Canada. For over half a century the provinces of Canada have developed together, each the complement of the other.

Canada must be bound together as it is to-day, not so much by the machinery of government as by ideas held in common by all and freely exchanged, so that all sections sympathize with each other. This result has been accomplished primarily by the press, particularly the weekly and monthly periodicals and business papers.

They have no local or sectional bias. They go to all parts of the Dominion. They serve all parts alike. Their service is in bringing all provinces close together into one great nation through one common understanding.

Canada must not be split into a half dozen sections—weak with the evils of sectionalism, disastrous in the extreme—overflowing with narrow provincialism.

Emanating from we know not whither, comes an idea that will rip asunder all the good done in over half a century of patient building.

It is proposed to tax the very thing that has bound Canada into one—to place on the nation-binding press a zone postal tax which would increase the postal charge upon national periodicals as high as 800 per cent. It means loss to you personally and a loss to your country. It will weaken, cripple and in some cases destroy Canadian national periodicals. You will be deprived of papers that have kept you informed on your country's problems. Your business problems that have helped you in your work, and such magazines as do survive will cost you much more.

The publishers are not trying to evade **fair** taxation. They will gladly accept any fair tax upon their profits.

But is it fair that you should be taxed out of getting journals, papers and magazines that have helped you build your business and in turn built the business of the country?

If you believe in national ideals and national periodicals, sign attached form.

Tear off and mail to-day

CANADIAN GROCER,
153 University Ave., Toronto, Canada.

I am opposed to any zone postal law which would mean charging higher subscription rates to subscribers, according to distance from office of publication.

Name .....

Address .....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

A. Brais has sold out his grocery business to Bruno Gargnon.

Mrs. W. Blais has sold her grocery business, 31 Houle St., to J. Parenteau.

C. Noble, Jnr., of Buffalo, is spending a few days visiting the trade in Montreal.

E. Leger has moved his grocery business to his new store, 140 St. Martin St., Montreal.

H. Fournier, 496 St. James St., Montreal, has sold out his grocery business to Alfred Belzil.

A. E. Archambault is moving his grocery from 229 De La Roche St. to 242 De La Roche.

F. J. Bouvert has bought out the grocery business of E. Sorrees, 708 Mentana St., Montreal.

F. Locas has bought out the grocery business, 475 Belanger St., Montreal, formerly owned by R. Levesque.

The grocery business of Mrs. E. Seguin, 345 Des Erables St., has been moved to 37 Frontenac St., Montreal.

H. Leperle is moving his grocery from 28 Carmel St. to his new premises, corner of St. Denis and Boucher St., Montreal.

O. C. Bissell, sales manager of Atlantic Sugar Refineries, Ltd., Montreal, returned from a trip to the Maritimes.

W. M. Leith, the vice-president of the Dominion Food Products Co. of Guelph, was in Montreal on Wednesday of this week.

Sheely and Mott, 3 St. Nicholas St., have taken the Montreal agency for the products of the Dominion Food Products Co., of Guelph, Ont., namely marmalades, sauces and ketchup.

Roscoe Murphy, a member of the customs brokerage firm of Bryce & Murphy, died last week in Montreal. The late Mr. Murphy was formerly general agent of the Canadian Express Company at Montreal, and also represented several other express companies similarly.

J. H. Magor, senior member of the commission firm of Magor, Son & Co., St. Paul St., Montreal, left on Friday last for England by the S.S. Empress of France. Mr. Magor will spend a couple of months overseas, and will confer with his principals there regarding lines sold by him to the Canadian trade. Mrs. Magor accompanied her husband.

R. W. Ashcroft, who sometime ago was appointed director of publicity for the Ames-Holden, McCready System, has assumed the supervision of advertising for the Atlantic Sugar Refineries, Limited. Mr. Ashcroft came from the United States, where he was advertising manager of the United States Rubber Company, of New York. He came to Montreal in January last to undertake his new work. In connection with his supervision of the Sugar Refinery advertising he succeeds Gerald E. Morrow, who recently resigned to undertake new work in New Jersey.

PREPARING FOR CONVENTION

MONTREAL.—The Executive of the Canada Fisheries Association held a meeting at the Windsor Hotel last week, with the object of making arrangements for the annual convention which is to be held this year at Vancouver, B.C., on June 4, 5, and 6. The Association expects that a large contingent from the East will avail themselves of this opportunity of visiting the Western Coast this summer. Rumors are being circulated to the effect that the members from the Coast are sparing no efforts or money to make this Convention a real success.

GIVES EMPLOYEES A SHARE

As an appreciation of the work of his employees, H. H. Malcolmson, grocer at Chatham, Ont., has given them a share in the business. The firm will henceforth be known as Malcolmson's, Limited. Mr. Malcolmson believes that interesting his employees in this way makes for permanency and betterment of service.

MONTREAL GROCER ATTACKED BY ROBBER

One night last week, Mr. Matte, grocer, 2193 Papineau Ave., Montreal, left his store early in the evening, but shortly after returned to make some alterations preparatory to the opening of business for the following day. Even before entering the store he was surprised to find the blinds of his store drawn down and on looking in noticed a light. Further inspection revealed that four panes of glass were broken. He went inside. Immediately the light which he had seen was extinguished and he was attacked by a man who wielded a hammer directing the blows on Mr. Matte. The latter succeeded in evading these, and calling for the police he attracted the attention of S. P. Hetu, who was patrolling near by and came to the assistance of the grocer. The accused, of course, was immediately arrested and a number of packages were found on his person. The case is postponed till later in the week.

Daylight saving came into force in Port Colborne at midnight, Saturday, April 10th.

G. W. Allely, Lindsay, Ont., is introducing the cash and carry system in his grocery business.

The U.F.O. are looking over locations in the town of Barrie, with a view to establishing a store there.

R. McTaggart, Fort Francis, Ont., has disposed of his grocery business to the Fort Frances Union Co-operative Co., Ltd.

Jacob Detweiller, merchant and postmaster at Kippen, Ont., has disposed of his business to Bowey Bros., of Brucefield. Robert Brownlee, another merchant, is the new postmaster.

W. B. Sparling, Lindsay, Ont., who for many years conducted a wholesale grocery in that town, and which is now operated by Medland Bros., Toronto, is moving to Toronto.

H. W. Festing, St. Catharines, Ont., has purchased the property and business of N. Warner, grocer. Mr. Festing was for many years connected with the firm of McCalla & Co., St. Catharines, Ont.

The Dominion Fish Company will rebuild their storage and freezing plant at Wiarton, Ont. The old buildings will be torn down and a new structure with concrete walls will be erected.

The merchants of Tillsonburg, Ont., have decided to close their stores on Wednesday afternoons during the months of May, June, July, August and September, excepting those weeks in which a legal holiday occurs.

Joseph McCauley, grocer and fruiterer, Gananoque, Ont., has purchased the three-storey brick block owned and occupied for a number of years past by H. Wilson & Son as offices and warerooms.

A. Macdonald, Toronto, a traveller for John McNee & Co., London, Ont., cigar merchants, died suddenly on the Peterborough-Port McNichol train, as it was approaching Lindsay, a few days ago.

The Stratford City Council has passed a by-law closing all grocery stores at seven o'clock each evening, except Saturdays, or the nights before holidays, and for ten days prior to Christmas each year.

W. M. Rae, Sarnia, Ont., was charged with a breach of the early closing by-law in that town a few days ago, but the case was adjourned. The by-law has only been in force for a week. Mr. Rae claims that he is not affected by the by-law as his is a mixed business and not a grocery.

Phillips' pure food stores at Windsor, Ont., twelve in number, have been sold by A. S. Phillips, the owner, to Mailloux and Parent, who have been operating a chain of four stores. The sixteen stores are now being conducted by the new management under the name Phillips' Pure Food Stores.

George A. Curtis, of Simcoe, Ont., a pioneer grocer of the town, has passed away. His death occurred following a brief illness. He only retired from business a few months ago, after having served the public in the retail grocery trade for fifty years.

E. J. Callaghan, Fort Frances, Ont., has organized the E. J. Callaghan Grocery Co., Ltd. Four years ago Mr. Callaghan founded the Northern Grocery Company of Fort Frances. The Company intends later to erect a cold storage plant. The new corporation has purchased from James Harty the warehouse and other property now occupied by the Northern Grocery Co., and will take possession about July first. In the meantime they are occupying the Williams block, and will be open for business on April 15th.

Lindsay grocers met recently and strongly protested against what they claim are "unheard of and ridiculous" demands made by the Board of Commerce. Grocers recently have been asked to fill out daily reports on a large number of articles sold, and Lindsay grocers contend that they have not the time to do this work, but would have to employ a special bookkeeper.

Between 1,000 and 1,200 pounds of sugar, which was stolen from a freight car in the G.T.R. yards at the foot of Cherry street, Toronto, recently, has been recovered. Two men, James Burns, Queen street east, and Harry Massey, believed to be a citizen of Buffalo, were arrested on a charge of stealing the sugar, while a third man, Joseph Pirsky, 243 Broadview avenue, was arrested, charged with receiving the stolen property.

WM. DAVIES CO. GIVES SALESMEN MONDAY HOLIDAY

The various stores of the William Davies Company, Montreal, have announced that their retail stores will be closed all day on Mondays, giving the employees an opportunity of enjoying week-ends and the first week day as their fancy directs. This arrangement is made to apply, CANADIAN GROCER is informed by the Davies Company, to the other branches elsewhere in Canada.

JUDGMENT RESERVED IN CONSUMERS' ASSOCIATION CASE

Commissioner James Murdoch, of the Dominion Board of Commerce has reserved judgment in the long-drawn-out case against the Consumers' Association and its head, H. V. Martin, of Windsor, Ont., charged with profiteering by selling certain articles of groceries through the mails at prices higher than those charged by regular dealers.

VETERAN TRAVELLER HAS PASSED AWAY

A veteran traveller has just passed away at his home in Montreal in the person of Robert Herring. It is reported that the late Mr. Herring claimed the distinction of being the eldest traveller in Canada, and he occupied, in this respect, a unique position, coming to Canada in his 'teens upwards of seventy years ago. At that time it required no less than three weeks to reach Canada from England. Mr. Herring had many interesting experiences in the course of his work, among these early ones being that of reaching Quebec City when no wharves were built to accommodate the incoming boats. He was connected in the early days with a firm named Winks, who sold drygoods. Montreal was a small place, comparatively speaking, in his early travelling days, and he had the pleasure of witnessing great strides in the growth and expansion of the many cities he customarily visited.

EDWARD H. HUGHES

Who for the last 13 years has been in charge of the tea department of the T. Eaton Co., Winnipeg, has severed his connection with that company and has been appointed to an important position with the Hudson's Bay Company wholesale tea and coffee department. Mr. Hughes served his apprenticeship with the Morris, Jones & Co., Ltd., London and Liverpool. When 21 years old he was appointed manager for John Thomas & Co., Ltd., wholesale tea merchants, Liverpool, and for a number of years prior to coming to Canada, in 1906, was connected with the London firm of Joseph Armitage, Son & Co., Ltd., wholesale tea and coffee merchants.

FROSTS IN FLORIDA

MIAMI, FLORIDA (Special to CANADIAN GROCER)—Owing to frost the past month, the tomato crop has been seriously affected. Grapefruit and oranges have been plentiful.

A WINNIPEG AMALGAMATION

A couple of weeks ago a contest was announced in CANADIAN GROCER regarding the amalgamation of two Canadian companies. This was an announcement from the Transoceanic Trading Co. of Winnipeg. A large number of replies came i nand the trade will be interested in knowing the answer. The two firms are Nicholson and Rankin Limited, Winnipeg, and the Transoceanic Trading Co., two import houses and manufacturers agents.

WESTERN CURRENT NEWS

J. Denwey, Eianerson Ave., Winnipeg, has sold his store to J. Puseteria.

I. Olmstead, Grimsby, Ont., has disposed of his meat business.

F. Deloli, 641 Sargent Avenue, Winnipeg, has sold out to N. Febro.

A. E. Sturgess, 160 Queen E., Toronto, has sold his business to Frank Brittain.

Tom Sykes, The Hugo Pure Food Market, Hugo St., Winnipeg, has sold to M. Harris.

W. B. Mathias, 656 Simcoe St., Winnipeg, has opened a grocery and provision store at the above address.

R. S. Anderson, 938 Portage Ave.,Winnipeg, has disposed of his grocery and provision business to S. McBride.

Comox Milk Condensing Co., Vancouver, has closed down its plant after operating for the past five years. It was recently acquired by the Pacific Milk Co. for $15,000.

The general store of Nemetz Bros. at Watrous, Sask., was burned to the ground a few days ago. There was nothing saved of the stock of dry goods, groceries, boots and shoes. The loss is estimated at 50,000.

CALGARY SHORT OF BUTTER

Calgary, April 12.—Calgary is facing a butter shortage that may endure for three weeks at least. The retail price of the highest grade butter in the market this morning was 80 cents a pound, with No. 1 selling at 5 cents cheaper, while No. 2 was sold at 70 cents.

SALMON CANNERY DESTROYED

The Inverness Salmon Cannery, of Prince Rupert, B.C., owned by J. H. Todd, of Victoria, along with 62 fishing boats and nets, the grocery store and last season's salmon stock, has been destroyed by fire.

Mrs. Newlywed was complaining to her grocer about the high price of mustard, but he was equal to the occasion.

"Yes'm, the high price of mustard is due to the scarcity of fuel. You see people are buying up mustard and are keeping themselves warm with poultices!"—London "Ideas."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE situation in sugars is the feature of all markets this week. Two refiners have now advanced and others are expected to follow in the near future. All other markets are firm, with a tendency to higher, while many lines of commodities have shown advances.

MONTREAL—Continued advances are announced for many lines and the week has recorded higher prices for some staple lines. Standard spring wheat flours are 15 cents a barrel higher, the millers advancing their own grades to this extent. Some assert that this is but enough to barely cover increased costs and that there may possibly be another advance later. The increases were definitely forecast in last week's CANADIAN GROCER. In addition to this increase, and of much greater extent, is that of a $6 advance for millfeeds, shorts and bran being moved upward to this extent. For all feeds there is so great a demand that the same cannot be met, and supplies are, in some cases, bringing a premium. Dominion Sugar Refineries have advanced sugar to $18.50.

Molasses is again quoted higher to the extent of 5c per gallon with some jobbers, $1.50 per gallon being reached, and as already forecast in special articles appearing in CANADIAN GROCER. Cereals are steady and quiet. Nutmegs are scarce. Potatoes have reached higher price levels and best grades are selling around $5 per 90-lb. bag. Klim milk is reduced in price, as is broken caustic and broken rice, these being the three declines of the week.

Cotton goods are higher, twines being stiffly advanced from four to six cents a pound. Maple sugar and syrup are both commanding high prices and as yet reports are incomplete as to the run of sap this year. Some state that the run has been good; others that the results have not even been normal.

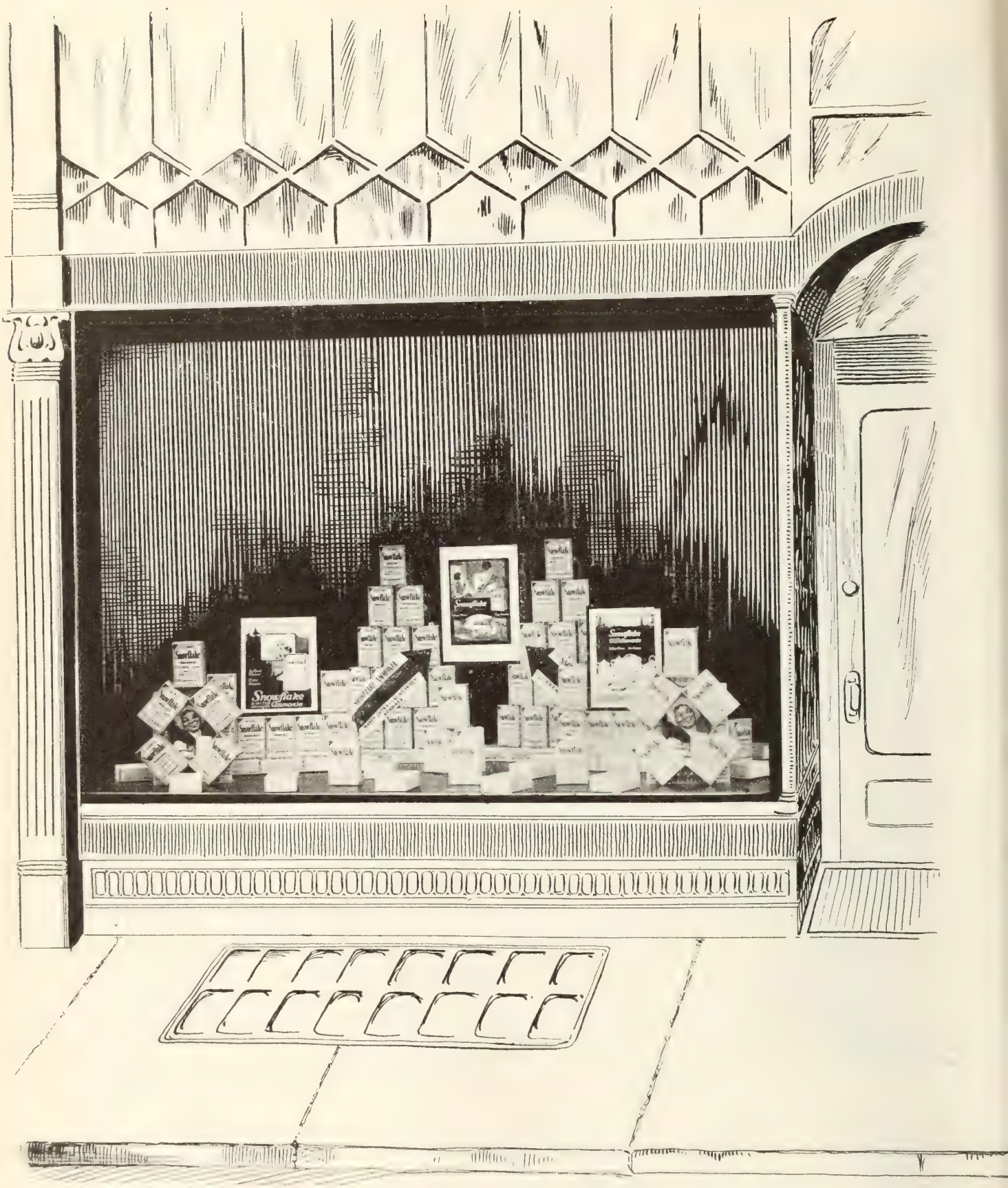
Apricots and evaporated pears are said to be scarce and are consequently in a firm position.

TORONTO—Another sugar refinery has advanced the price of sugar $2.00 per hundred this week and with the steadily advancing market for raws, a general advance in refined sugar is not unlikely. The market for corn syrups is firmer with indications for higher prices, due to increased cost of corn and packages. Kellog's Krumbles and bran have advanced. The demand for cereals is somewhat falling off, due to the season of the year and both jobbers and retailers are anxious to unload surplus stocks before warm weather prevails. The market, however, is firm. Prices are not likely to be any lower in view of the strong situation in the grain market.

Teas show no improvement, quotations in primary markets continue to advance and stocks of the finer grades are difficult to obtain. Coffee is firm and while no change in price has been effected, higher prices are not unlikely. The maple syrup crop is a light one and quotations are varied, ranging from $3.50 to $4.25 per gallon. No improvement is shown in the rice situation. Spot stocks were never so low as at the present time and conditions in primary markets are such that higher prices can be expected. There is an active demand for all lines of canned goods. Jams are moving freely under the recent large advances. Spot stocks of shelled walnuts and almonds are fairly low and with the exchange on sterling going higher, advances are not unlikely. Hallowee dates are quoted about 3 cents per pound lower. There is a scarcity reported on ginger and cream of tartar. Other spices are ruling firm. Potatoes continue to climb to higher levels. Whether this price will be maintained, dealers differ as to this. Advances have been registered on cocoa, cigars, wrapping paper, stove pipe varnish, jelly powder and salad dressing.

The produce and provision market has developed a firmer tone. Dressed beef and pork cuts are quoted higher. Fresh butter is in scant supply and quotations are two cents per pound higher. The egg market is steadier. Exporting of cheese has been resumed, which has had the effect of putting a cheerful aspect in the market.

WINNIPEG—Acadia and Dominion sugar have advanced $2.00 per hundred. Rogers' sugar syrup has advanced, also Quaker puffed wheat. The bean market is easier. Orientals are offered at lower prices. Laundry and toilet soaps have every indication for an advance in the very near future. The prune market is very weak. The canned fruit business is brisk and moving very rapidly. Coffee is a little firmer, due to the improvement in sterling exchange. Good grades of Bourbon Santos and roasting Santos are very hard to procure. Peppers are firmer.


Snowflake
Ammonia

Don't Hide Snowflake

DISPLAY It

DEALERS, HERE'S YOUR BIG SALES OPPORTUNITY

Remember, just a month ago, in these pages, we showed you how we were opening up the way for a big sales drive in Snowflake Ammonia.

Our advertising campaign is reaching all over Canada through the medium of full-page plates in MacLean's Magazine, Everywoman's World, Canadian Home Journal, and Canadian Courier.

The big color plate in the April issue of these national publications is a beauty.

Our newspaper advertising campaign is also under way.

This is the great cleaning season of the year. Snowflake Ammonia is the true ally of the housekeeper. It's a friend in need, and every home in Canada has a need for it.

Your big opportunity lies in displaying Snowflake in your windows; put it in a conspicuous place in your counters and shelves. It's a great seller, and you'll count your sales not in packages, but in case lots.

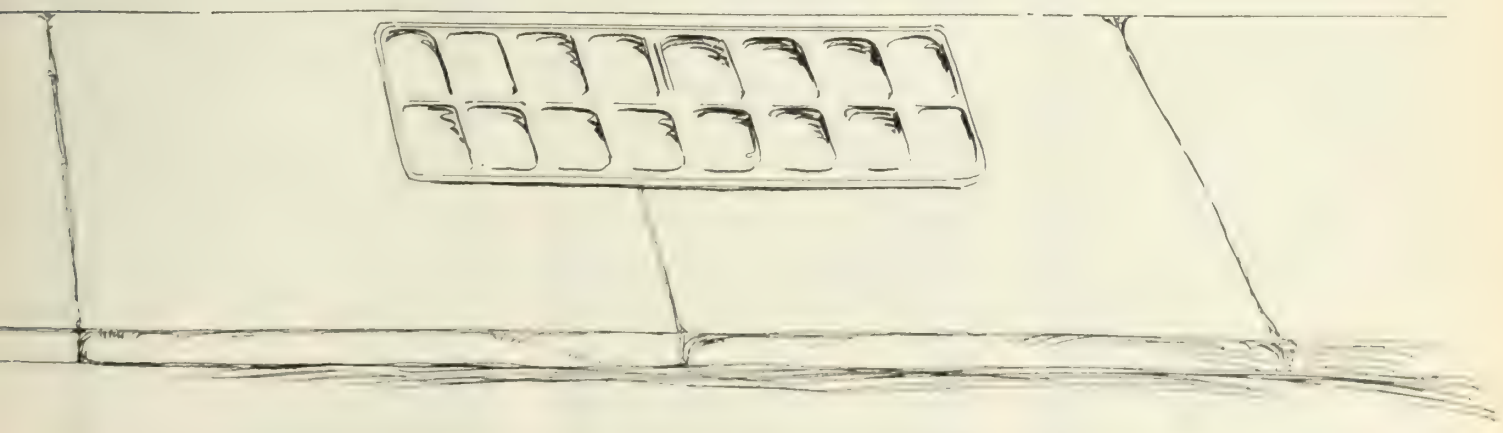
The illustration on the opposite page will give you an idea of how an attractive window display can be made with Snowflake Ammonia.

Spring is here. Check up your stock and order now for the big demand.

Order through your wholesaler.

Five case lots and over, freight prepaid.

S. F. LAWRASON & CO. - LONDON, CAN.



QUEBEC MARKETS

MONTREAL, April 16—Jobbers state that there has been a fair, though somewhat reduced volume of business for the past week or so, a usual condition following the Easter season. Prices on nearly all lines are fully maintained, with some notable advances of price. The most outstanding increases for the week are those for sugar, flour and millfeeds.

Sugar Strengthening

Montreal.

SUGAR.—Prices on the sugar market are gaining strength daily. One other company, the Dominion Sugar Co., Ltd., have seen fit to advance their price to the new limit, $18.50. Generally speaking, the sugar prices are strong to the breaking point this week.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.		16 50
Acadia Sugar Refinery, extra granulated		18 50
Canada Sugar Refinery		16 50
Dominion Sugar Co., Ltd., crystal granu		18 50
St. Lawrence Sugar Refineries		16 50
Icing, barrels	16 70	16 90
Do., 25-lb. boxes	....	17 10
Do., 50-lb. boxes	....	16 90
Do., 50 1-lb boxes	....	18 20
Yellow, No. 1	....	16 10
Do., No. 2 (Golden)	....	16 00
Do., No. 3	....	15 90
Do., No. 4	....	15 70
Powdered, barrels	....	16 60
Do., 50s	....	16 80
Do., 25s	....	17 00
Cubes and Dice (asst. tea), 100-lb. boxes	....	17 10
Do., 50-lb. boxes	....	17 20
Do., 25-lb. boxes	....	17 40
Do., 2-lb. package	....	18 50
Paris lumps, barrels	....	17 10
Do., 100 lbs.	....	....
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cartons, 2 lbs.	....	18 50
Do., cartons, 5 lbs.	....	19 00
Crystal diamonds, barrels	....	17 20
Do., 100-lb. boxes	....	17 20
Do., 50-lb. boxes	....	17 30
Do., 25-lb. boxes	....	17 50
Do., cases, 20 cartons	....	18 25

Molasses Prices Higher

Montreal.

MOLASSES, SYRUPS. — A very strong position still characterizes the molasses market, and some are asking as high as $1.50 per gallon. It appears that consumer demand has in no wise diminished, despite the fact that prices are so high, and in Quebec Province especially the demand is heavy. In view of the high prices obtained for molasses, syrup sales have been heavy at fully maintained prices. For the week there has been no notable change.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09
Half barrels	....	0 09¼
Kegs	....	0 09¾
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
2-gal. 25-lb. pails, each	....	2 85
3-gal. 38½-lb. pails, each	....	4 25
5-gal. 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 50
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
Cane Syrup (Crystal) Diamond—case (2-lb. cans)	....	8 60
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

Barbadoes Molasses—	Prices for Island of Montreal	
Puncheons	1 45	1 50
Barrels	1 50	1 53
Half barrels	1 52	1 55
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case	....	8 25
5-lb. tins, 1 doz. in case, case	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above half-barrel prices.

Cereal Prices Steady

Montreal.

CEREALS.—Jobbing circles report that cereals are not particularly active at the present time. It appears that dealers have supplied themselves with requirements for present and near future trade, and for this reason jobbers are not receiving very heavy business. All tendencies are firm, although rolled oats are selling in one quarter as low as $5.30 per 90 lb. sack.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Coffees Hold Firmly

Montreal.

COFFEE.—The demand for coffee has been fairly well maintained and during the week no change of consequence has manifested itself. A satisfactory amount of business is passing through jobbers' and retailers' hands, however, and deliveries are fairly well maintained .

COCOA.—A fairly seasonable demand obtains for cocoa, which is firm at unchanged prices.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 47	0 48
Jamaica, lb.	0 44	0 46
Bogotas, lb.	0 47	0 49½
Mocha (types)	0 47	0 49
Santos, Bourbon, lb.	0 46	0 48
Santos, lb.	0 45	0 47
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Apricots and Pears Scarce

Montreal.

DRIED FRUITS.—Jobbers report that apricots and pears are in short supply on this market. Peaches and apples, however, are to be had in fair quantities, and there is a seasonable demand for both. Generally speaking, dried fruit demand is a fair one and prices are quite firmly maintained on all lines. Raisins are firmer in price.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	0 23½	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 22
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 24
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 44
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 24
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	0 19	0 22
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 35
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Much Tea Arriving

Montreal.

TEAS.—Rather heavy supplies of tea have been arriving from Ceylon, and much of this supply is going immediately into trade channels. The demand has been extremely brisk for many weeks past and there is no diminution in the request for tea from the consumer. Nothing but high prices are in prospect at the present time.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 75	0 85
Finest grades	0 80	1 00
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Shelled Almonds Advance

Montreal.

NUTS. — Shelled almonds of the Valencia 3-Crown quality are much higher in one jobbing quarter, having advanced 6c to 68c per lb. in boxes of 28 pounds. There is a fair demand for nuts, seasonably speaking, and especially for peanuts in the shell.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 33
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 22	0 25
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.	....	0 35

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Nutmegs Very Scarce

Montreal.

SPICES.—Prices this week in all spices are exceedingly firm. There are no changes in the prices, despite the fact that nutmegs are almost unobtainable. The market demand is good and in all other spices the supply is sufficient to meet the requirements.

Allspice	....	0 23
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 44
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 20
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	....	0 40
Ginger (Cochin or Jamaica)	....	0 31
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Do., special	....	0 32
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Package Goods Selling

Montreal.

PACKAGE GOODS.—Only a fair demand exists for package goods, the trade not buying these in any but small quantities. Appears that dealers have provided themselves with sufficient supplies for some little time to come and a somewhat quiet condition prevails.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 2 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 60
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz.	....	1 50
Wheat food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 00
Do., 20s, case	....	7 00
Self-raising Flour (3-lb. pack.) doz.	....	3 05
Do. (6-lb. pack.), doz.	....	6 00
Corn starch (prepared)	....	0 12½
Potato flour	....	0 16
Starch (laundry)	....	0 10¾
Flour Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25

Beans and Peas Quiet

Montreal.

BEANS AND PEAS.—A fairly quiet condition prevails as affecting the demand for beans. It would seem that the season has arrived when consumption of these is somewhat decreased and the price basis notwithstanding has held steadily. Japanese and Canadian hand-picked beans are meeting with favor and quotations for same hold firm.

BEANS—		
Canadian, hand-picked, bush.	5 00	5 50
Japanese	5 50	5 75
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	....	0 20
PEAS—		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	8 25	9 00
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Flour Advances 15 Cents

Montreal.

FLOUR.—The feature of the week in the flour market is that of an advance of 15c per barrel for spring wheat flour and which is now quoted in straight or mixed cars of 50,000 lbs. minimum on the track, at $13.40. Price per bbl., in cotton bags, is now $15.60, and that for flour in jute bags, $13.70, usual terms.

Millers feel that this increase, small as it is, will be ample to take care of the increased cost to them of the product for the time being. Some feel that higher prices should have been asked, and while definite indication obtains at the moment, higher prices might prevail in the not distant future. There is a fair domestic demand for flour.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	13 40
Per bbl., in (2) cotton bags, 98 lbs.	....	13 60
Small lots, per bbl. (2) jute bags, 98 lbs.	....	13 70
Winter wheat flour (bbl.) Jute bags	....	....

Broken Rice Lower

Montreal.

RICES.—Jobbers are enjoying an active request for rice of the various varieties, and all prices are holding decidedly firm, excepting on broken rice. Despite the high class basis that has been reached, consumer demand has not diminished appreciably. With a world situation of considerable strength, little promise is given of lower price basis for some time to come.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 50
Rangoon "CC"	....	14 25
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Mill Feeds Advanced

Montreal.

MILL FEEDS.—Higher prices are this week named on mill feeds. Bran has been advanced to $51 per ton, and shorts to $58. This was not unexpected with flour prices decontrolled and with maximum prices named on mill feeds, as already announced by the Canadian Wheat Board. There is decidedly active demand for feeds, and millers cannot, in point of fact, meet the requirements of the stockmen, and the trade.

FEEDS—		
Bran, mixed cars	....	51 00
Shorts, mixed cars	....	58 00
Crushed oats	70 00	78 00
Barley chop	80 00	82 00
Special Middlings	....	....
Feed Flour, 98 lbs.	....	3 80
Gluten Feed—		
F.o.b. Cardinal	....	66 00
F.o.b. Fort William	....	64 00

Grains Very Firm

Montreal.

HAY AND GRAIN.—Prices have firmly held on both hay and grain. The highest prices known to the trade are said to now obtain for various grains, oats being particularly strong. In the matter of hay delivery, difficulty is still reported in getting adequate supplies forwarded from the farmers. With road conditions unlikely to improve, it is very unlikely that quotations will soon be reduced.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 22
No. 3 C.W.	....	1 18
Extra feed	....	1 18
No. 1 feed	....	1 17
No. 2 feed	....	1 15
Tough 3 C.W.	....	1 16
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60

Prices are at elevator.

Oranges Very Active

Montreal.

FRUITS.—The movement of fruits is an active one, as far as oranges and grapefruit are concerned. Prices are maintained on all fruits, and apples of the better grade are becoming daily scarcer. Many of the varieties are fast disappearing. Cranberries are practically finished for the season.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Gravenstein	....	....
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	9 00	9 50
Cal. Navels	....	9 00
Florida, case	....	6 00
Cocoanuts	....	2 00

Potatoes Higher Again

Montreal.

VEGETABLES.—Very high prices are being asked for potatoes in this market and the tendency will be upward, some think, while transportation is poor, roads being impassable in some sections. Some dealers are paying around $5 the bag for what they require.

In a general sense the trend of prices on coarse vegetables is upward. Onions, for instance, are quoted at $9 per sack of 75 lbs. Canadian radishes are to be had at $1 per doz. Beans, horseradish, lettuce, celery, and new cabbage are all moved to higher levels.

Beans, new string (imported) hamper	8 00	9 00
Beets, new bag (Montreal)	....	3 00
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	6 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head crate	....	5 00
Leeks, doz.	....	4 00
Mint	....	0 60

Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	9 00
Do., red, 75 lbs.	....	9 00
Do., crate	....	3 00
Do., Spanish, case	....	7 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	4 25	4 50
Do., New Brunswick	....	5 00
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	1 00
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00
Do., Montreal	1 50	1 75
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida Celery (4-doz. crate)	....	8 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	5 00
Parsley (American)	....	1 50
Tomatoes (Florida), crate	....	7 50
New Cabbage, Florida, crate	....	8 00

Brisk Sales Canned Goods

Montreal.

CANNED GOODS.—Much activity is reported, on the part of jobbers, for canned goods. Canned tomatoes, corn and peas are especially active and supplies of some of these are getting short. Some grades of peas are to be had only in small quantities, although there seems to be ample supply of standards. There is a brisk demand also for canned fruits of various kinds and of which there is a good supply.

Sardines are somewhat firmer this week and this is due to the increased cost of containers and also to a high price basis of olive oil.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 65
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 90	2 00
Beans, Refugee	....	2 90
Beets, new, sliced, 2-lb.	....	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 80
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 45
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 90	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90
Do., 2-lb. talls, doz.	....	2 30
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	....	2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 55
Rhubarb, 2-lb. tins	....	2 25
CANNED FISH, MEATS, ETC.		
Salmon—		
Sockeye, 4s, 1s, doz.	....	4 75
Do., 96, ½s, doz.	....	2 50
Red Springs, 1-lb. tall	4 10	4 30
Do., ½ lb.	....	2 00
Cohoes, 1-lb. tall	....	3 65
Do., ½-lb. flat	....	1 90
Pinks, 1 lb.	....	2 60
Do., ½ lb.	....	1 30
White Springs, 1s	....	2 00
Chums, 1 lb., talls	....	2 00
Do., ½s, flat	....	1 20
Do., ¼s, flat	....	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Alaska, red, 1-lb. tall	4 25	4 50
Herrings, imported, tomato sauce	....	3 25
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	....	1 35
Do., kipp., Canadian, 4s, 1s	....	1 50
Do., plain, case of 4 doz.	....	6 75
Do., ½s	....	1 65
Haddies (lunch), ½-lb.	....	1 00
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	....	2 00
Pilchards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of		
Oysters (canned), 5 oz., doz.	....	2 60
100 (¼s)	24 00	25 00
Do., 10 oz., doz.	....	4 20
Lobsters, ¼-lb., doz.	....	3 40
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	....	12 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	12 00
Lobster pate, ½-lb. tins	....	2 40
Sardines (Amer. Norweg'n style)	....	14 50
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do. (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	....	24 00
Scallops, 1-lb., doz.	....	3 25
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snacks, No. 2, doz.	....	4 50
Do., No. 1, doz., Montreal	....	2 85
Shrimps, No. 1	2 40	2 80
Do., 1½s	....	4 50
Crabs, No. 1 (case 4 doz.)	....	6 75
Crab meat (Japanese), doz.	....	6 50
Clams (river), 1 lb., doz.	....	2 25
Meats, English potted, doz.	....	2 00

Some Lines Decline

Montreal.

MISCELLANEOUS. — The price of some brands of evaporated milk have had a slight decline this week. The two hundred pound barrel is now 25c per lb., in place of the old price, 29 1-10 cents per lb. The fifty pound drum is now quoted at 27c per lb., instead of 31½c per lb.

Broken caustic in 100 lb. drums is now quoted at $5.85, a decline of 65c per cwt.

Bags and Twine Higher

Montreal.

TWINES.—Cotton twines have experienced an advance in price this week, due to the strong cotton market and heavy demand put upon it. Advances are from 4 to 6 cents per pound. The discount on Standard and automatic self-opening, square bottom paper bags has decreased from 22½ per cent. to 20 per cent. This is also the case in the decreased discount on heavy kraft paper from 30 per cent. to 25 per cent. This virtually means an increase in price of these paper products.

Sugar Reports Incomplete

Montreal.

MAPLE PRODUCTS.—Reports on the sap run are still incomplete. Some districts appear to have had satisfactory "runs," while others do not claim to have had a big season. Prices are high, syrup selling at $3.50 to $4.00 per Imperial gallon, and sugar at 30 to 35c per pound.

ONTARIO MARKETS

TORONTO, April 16—The markets in general groceries are firm to higher. Dominion sugar has advanced $2.00 per hundred and with the steadily increasing cost of raws, other refineries will likely follow. Corn syrups are firm and indications point to higher prices. Cereals are firm, but show little movement. Teas and coffees show no improvement and higher prices are not unlikely. Advances have been registered on Fry's cocoa, cigars, wrapping paper, Clark's pork and beans, dried beef, Norwegian sardines, jelly powder and butter color.

Refined Sugar Advances

Toronto.

SUGAR.—The Dominion Refinery has advanced the price of their sugar $2.00 per hundred. The raw sugar market is moving upwards very fast; last week sales were made as high at 16¼ cents, f.o.b. Cuba, and Porto Ricos at 17½ cents. These high prices of raws are indicative of higher prices for refined. Supplies of granulated are fairly light, but jobbers are of the opinion that this is immaterial, as there have been large sales of sugar made to both the retailer and consumer, and, consequently, the demand is not as brisk as it was in the past few weeks.

St. Lawrence, extra granulated, cwt.	16 71
Atlantic, extra granulated	16 71
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, extra granulated	16 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Firm to Higher

Toronto.

CORN SYRUPS—The market for corn syrup is firmer, with indications for higher prices, due to the higher cost of

corn and packages. There is a large increase in the consumption of corn syrup, and this, with the greater cost of raw material, has a tendency toward an advance in prices.

MOLASSES.—No change has been effected on molasses. Prices are maintained under an active demand.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 50
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	5 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins. No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Goods Steady

Toronto.

PACKAGE GOODS. — All package goods are ruling firm under a normal demand. Kellogg's krumbles have advanced to $4.35 per case, and Kellogg's bran has also advanced to $2.25 per doz.

PACKAGE GOODS		
Rolled Oats, 20s, round, case		6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry starch	....	0 10¾
Laundry starch, in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 14¼
Do., in 6-lb. wood boxes	....	0 14¼
Potato Flour, in 1-lb. pkgs	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
P.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 50

Cereals Are Unchanged

Toronto.

CEREALS.—The demand for cereals is somewhat falling off, due to the season of the year, and both jobbers and retailers are now anxious to unload surplus stock before warmer weather arrives. The market, however, is firm and prices are not likely to be any lower, in view of the strong situation in the grain market.

	Single Bag F.o.b.	Lots Toronto
Barley, pearl, 98s	....	8 50
Barley, pot, 98s	....	7 25
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Teas Show No Improvement

Toronto.

TEAS.—The market for teas shows no improvement. Quotations at primary markets continue to advance, especially on the better quality. Importers are experiencing great difficulty in getting in shipments. Orders that ordinarily take about 2 to 3 months for delivery are now taking about 6 months. Spot stocks are comparatively light.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Ruling Firm

Toronto.

COFFEE.—The trend of the coffee market indicates firm to higher prices. The American exchange is one cause, while the greater consumption and big demand practically clears up all stocks almost immediately upon arrival. Importers state that the condition of the primary markets does not indicate any lower prices for this year.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Maple Syrup Crop Light

Toronto.

MAPLE SYRUP.—The maple syrup season has practically closed and the quotations are around $3.75 per gallon. Small's maple syrup in 32 ounce bottles are quoted at $8.20 per dozen. Bowes' No. 3 bottles, at $9.25 per case of 12 bottles; No. 4 bottles, in cases of 24, at $10.80; No. 1 tins at $21.00. Other quotations are as follows:

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
5os	....	0 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal. keg, per gal.	....	2 90
16 oz. bottles, 24 to case	....	8 85
5-lb. tins, 12 to case	....	17 35
Pure Maple Sugar, 1-lb. blocks,		

No Improvement in Rices

Toronto.

RICE.—No improvement in shown in the rice situation. Spot stocks are light and conditions in primary markets are such that higher prices can be expected. A shipment of No. 1 Japan rice is due to arrive and quotations are out at 18½ cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
White Sago	0 13½	0 14
Do., Pakling	....	14 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½

Many Lines Advance

Toronto.

MISCELLANEOUS.—Fry's cocoa has advanced to 56 cents per pound. Norwegian sardines advance as follows: Bravo brand to $19.75 per case, Norcanner brand to $22.00 per case. Dandelion brand of butter color has advanced to $2.80 per dozen. Japanese stove pipe varnish is up to $2.00 per dozen. Ingersoll cream cheese is now quoted at $2.45 per dozen for No. 1 size and $1.45 for No. 2 size. Royal salad dressing, lunch size, has advanced to $2.00 per dozen, and medium size to $4.00 per dozen. Jello is up to $1.50 per dozen, and Jello ice cream powder is quoted at $1.50 per doz. Clark's pork and beans, No. 3 tins, has advanced to $2.95 per dozen. Clark's smoked, sliced, dried beef in glass is up to $2.45 per dozen.

Canned Goods Move Freely

Toronto.

CANNED GOODS—There is an active demand for all lines of canned goods. Jams are moving out freely under the recent large advances. Upton's pineapple marmalade, in 16 ounce jars, has advanced to $4.65 per doz.; No. 4 tins are up to $1.25 each.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 90	4 25

Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	....	5 00
Do., 4s, each	....	1 30
Gooseberry, 4s, each	....	1 08
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	....	5 05
Do., 4s, each	....	1 35
Strawberries, 16 oz., doz.	....	5 25
Do., 4s, each	....	1 35

Cigars and Paper Higher

Toronto.

CIGARS AND PAPER.—Lord Tennyson cigars have advanced to $57.50 per M. Stonewall Jackson cigars also advanced to $62.00 per M. Manila wrapping paper, in rolls, is up to 9 cents per pound, and broad-striped kraft paper is quoted at 14 cents per pound.

Shelled Nuts Are Firm

Toronto.

NUTS.—Spot stocks of shelled walnuts and almonds are fairly low and with the exchange on sterling going higher advances are looked for. Advices from primary markets indicate a firm tone, with higher prices not unlikely.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	....	0 68
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Dates and Prunes Easier

Toronto.

DRIED FRUITS.—All dried fruits are in a steady demand and prices for the most part are ruling firm with the exception of prunes, which have a slightly easier tone. A shipment of Hallowee dates have arrived and are quoted at 18 cents per pound, which is a decline of about 3 cents per pound.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 00
Dromedary, 9 doz. in case	....	7 75
Fard, per box, 12 to 13 lbs.	...	3 50
New Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Cal., 10 oz., 12s, case	....	2 00

Prunes—	Per lb.	
30-40s, 25s	....	0 31
40-50s, 25s	....	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Cream of Tartar Scarce

Toronto.

SPICES.—There is very little movement in the spice market. There is a certain amount of difficulty in getting supplies, due to poor transportation, and spot stocks are not large. There is a scarcity reported on ginger and cream of tartar. Prices remain as listed.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 35	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 63
Do., 64s	....	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

Potatoes Are Higher

Toronto.

VEGETABLES.—Potatoes continue to reach higher levels. Whether these high prices will be maintained is difficult to estimate. Some dealers are of the opinion that there are still large stocks held in the country, and when these are thrown on the market, prices will drop, while others state that stocks are about cleaned up. However, supplies arriving on the local market are very light, barely sufficient to meet demands. There are large quantities of Southern vegetables arriving and an active demand noted.

Carrots, per bag	1 75	2 00
Parsnips, per bag	....	2 75
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	0 08	0 08½
Spanish Onions, large, half cases	....	4 00
Onions, white, large sacks	....	8 50
Celery, Florida, 3 to 4 doz. crates	....	6 50
Cauliflower, Cal., standard crate	....	6 50
Potatoes—		
Ont., 90-lb. bags	5 25	5 50
Quebec, 90-lb. bags	5 25	5 50
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	....	1 25
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large hamper	....	4 00
Do., Florida, bbl.	....	6 50
Cabbage, Cal., case 80 lbs.	....	6 00
Green Onions, doz. bunches	0 40	0 50
Hothouse Tomatoes, lb.	....	0 45
Green Peppers, doz.	....	1 00
Rhubarb, doz. bunches	....	1 25
Parsley, per dozen	1 00	1 25
Florida Tomatoes, case	6 00	7 00
Cucumbers, per doz.	....	4 50
New carrots, hampers	....	3 25

Fruits Are Unchanged

Toronto.

FRUITS.—There is no change in the market for fruits. Citrus fruits are in good demand and prices remain as quoted last week. Apples are moving freely.

Cal. Navel Oranges—		
80s, per case	....	4 00
100s, per case	....	5 00
126s, per case	....	6 25
160s, per case	....	7 00
176s, 200s, 216s, 250s, per case	8 00	8 50
Florida Oranges—		
126s, 150s, 176s, 200s, 216s, 250s	....	....
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300s, 360s	4 00	4 50
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
36s, 46s, 54s	4 25	5 00
64s, 70s, 80s, 96s, 126s	5 00	5 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	3 50	4 25
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	4 00	4 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	....	....
Grapes, Spanish Malagas, keg	15 00	17 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00

Beans Are Inactive

Toronto.

BEANS.—There is no new development to report in this market. Supplies are only fair, due to the bad condition of the roads, which greatly hampers delivery. Jobbers are of the opinion that there are still quantities of beans in the country.

Ontario, 1-lb. to 2-lb. pickers, bus.	....	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotenashi, per bus.	4 50	5 00
Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

Flour Advances

Toronto.

FLOUR.—Spring wheat flour has advanced 15 cents per barrel, now quoted at $15.60. The demand is fair.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	11 70
Ontario spring wheat flour, in jute bags, per barrel	....	13 45

Millfeeds Are Higher

Toronto.

MILLFEEDS.—Bran and shorts are still very scarce. Millers have practically more to offer. Quotations are $6 per ton higher.

MILLFEEDS—		
Bran, per ton	....	45 25
Shorts, per ton	....	52 25

WINNIPEG MARKETS

WINNIPEG, April 16—The Acadia and Dominion Sugar refineries have advanced sugar $2.00 per hundred. Corn syrups are firm while cane syrup has advanced. Quaker puffed wheat has advanced 35 cents per case. Peppers are firm. Raisins are scarce and any lots that are offered are quickly bought up. Oriental beans are quoted lower. Potatoes are active and quotations are higher.

Refined Sugar Advanced

Winnipeg.

SUGAR.—Raw material has advanced very sharply in New York, and at prices that would warrant a higher price. Acadia and Dominion refineries have advanced their price two dollars a hundredweight, while one other refinery has withdrawn entirely from the market. An advance from the Montreal refineries is expected in the near future. Supplies for Manitoba are very much improved, as there is plenty in sight for present needs.

Redpath Granulated	....	17 55
Atlantic Granulated	....	17 55
St. Lawrence Granulated	....	17 55
Acadia Granulated	....	19 70
Yellow Sugar	....	17 05
Loaf Sugar	....	18 40
Powdered Sugar	....	18 05
Icing Sugar	....	18 15

Syrups Are Strong

Winnipeg.

SYRUP.—Corn syrup is extremely strong. Rogers' sugar syrup has advanced, with every possible indication of all other lines going higher.

CANE SYRUP—		
Rogers, 2s,	....	7 85
Do., 5s	....	9 35
Do., 10s	....	8 90
Do., 20s	....	8 75
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	6 80
Cases, 10 lb. tins, white, 1 doz. in case	....	7 80
Cases, 10 lb. tins, white, ½ doz. in case	....	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	....	6 95
MOLASSES—		
2-lb. tins, 2 doz. case	....	7 85
3-lb. tins, 2 doz. case	....	11 05
5-lb. tins, 1 doz. case	....	9 00
10-lb. tins, ½ doz. case	....	8 75

Package Goods Firm

Winnipeg.

PACKAGE GOODS.—The market for package goods is firm, with indications for higher prices, due principally to the higher cost of cartons and other containers. Quaker puffed wheat has advanced 35 cents per case, now quoted at $4.60.

PACKAGE GOODS		
Rolled Oats, 20s, round cartons	5 35	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 60	4 25
Cooker Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornstarch No. 1, lb pkts., per lb.	....	0 11
Laundry Starch in 1-lb. cartons, lb.	....	0 11½
Do., in 6-lb. tin canister	....	....
Do., in 6-lb. wood boxes	....	....
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11½	0 13¼
Do., 6-lb. tins, 8 to case, per lb.	....	0 14¾
Celluloid Cold Starch, 1s, 45 in cs.	....	4 95
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case	....	4 60

Cereals Are Steady

Winnipeg.

CEREALS.—Cereals are ruling steady. Prices are unchanged.

Cornmeal, golden, 49-lb. sacks, per sack	....	2 40
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 00
Do., pot, 98-lb. sack, per sack	....	6 75
Buckwheat, Gritz, 100-lb. sacks	9 90	10 90
Rye Flour, 98-lb. sacks	....	5 25
Rolled oats, 80-lb. sack	....	4 35
Rolled wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Whole Yellow Peas, 60-lbs., per lb.	....	0 04
Do., green, 36 case, per case	....	3 75
Split Peas, 98-lb. sack, per sack	....	8 50

Peppers Are Firmer

Winnipeg.

SPICES.—All spices are firm, particularly on peppers, but prices in the meantime are unchanged.

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 30
Do., 5-lb. boxes, per lb.	....	0 34
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	....	0 48
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 33

Raisins Are Scarce

Winnipeg.

DRIED FRUITS.—Raisins are very firm, with very few lines being offered, and any small quantities being offered are being snapped up by the trade. Prices in California are well maintained for any small lots available.

The decline in prunes has been checked and many importers now think that prunes will not be any lower.

Evaporated apples, per lb.	0 24½	0 25
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis per lb	....	0 25
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
PRUNES—		
40-50s, per lb.	0 32½	0 33
50-60s, per lb.	0 27	0 28
60-70s, per lb.	0 25	0 26
70-80s, per lb.	0 24	0 25
80-90s, per lb.	0 21½	0 22½
90-100s, per lb.	0 20½	0 21½
In Cartons, per carton	....	1 38
Raisins		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20
9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	....	0 [illegible]
50-lb. boxes, choice, fancy, lb.	....	0 30

Nuts Likely to Advance

Winnipeg.

NUTS.—The tendency for nuts is still toward higher prices. The market is firm.

NUTS—		
Pecans, in shells, per lb.	....	0 30
Peanuts, in shells, roasted, lb.	0 20	0 25
Do., green, per lb.	0 18	0 23
NUTS, SHELLED—		
Salted Peanuts, 10-lb. tins, tin	....	4 20
Spanish Valencia Almonds, lb.	0 62	0 65
Jordan Almonds, per lb.	....	0 75
Walnuts, Manchurian, per lb.	0 80	0 83

Coffe is Firmer

Winnipeg.

COFFEE.—Coffee is a little firmer, owing to the improvement of sterling exchange. Good grade of Bourbon Santos and roasting Santos are very hard to get. It is estimated that the next year's Brazil crop will amount to about 8 million bags. Supplies of year's crop nearly exhausted.

COFFEES—		
Santos, per lb.	0 48	0 50
Bourbon, per lb.	0 49	0 53
Maracaibo, per lb.	0 50	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	....	0 54

Primary Tea Market Firm

Winnipeg.

TEA.—The primary tea market is very firm and is expected that it will be higher at next week's auction.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Beans Are Easier

Winnipeg.

BEANS.—The bean market is much easier. Oriental beans are being offered at lower prices.

White Beans, hand picked, 100-lb. bag, per bag	....	8 50
Do., fancy picked, 100-lb. bags, per bag	....	7 75
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rice is Unchanged

Winnipeg.

RICE.—Market is unchanged, supplies are limited, no lower prices looked for, and the market may advance to even higher levels than at present.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 17½
No. 1 Japan, 100-lb. sack, lb.	....	0 17¼
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18½
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 13½
Do., in less quantities	....	0 14
Tapioca, pearl, per lb	0 13	0 [illegible]

Canned Goods Moving Better

Winnipeg.

CANNED GOODS. — The increased prices of sugar have a tendency to strengthen price of canned fruits, which will certainly affect next year's prices considerably. At present they are moving much better, owing to the lateness of the spring weather. Canned peaches show heavy sales.

The large export of canned vegetables and the increased consumption has had a tendency to advance some lines.

CANNED FRUITS

Apples, 6 tins in case, per case	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz.	....	4 00
Do., 2s, 2 doz. case, per case	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50

CANNED VEGETABLES

Asparagus tips	....	2 75
Beans, Golden Wax	....	4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s	....	4 50
Peas, standard, 2s	....	4 25
Do., Early June, 2s	....	4 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	4 50
Spaghetti, 1s	....	1 39
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	1 90

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz.	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Do., 2s	....	3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00

Fruits Are Active

Winnipeg.

FRUIT.—There is a good demand for fruit and prices are high, but goods are moving out in good volume, even better than last year. The majority of the wholesalers have had a hard time to keep an adequate supply of bananas on hand, and with real spring weather this will be accentuated.

Navel Oranges—		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 75
176s, per case	....	10 00
200s, 216s, and smaller, per case	....	10 75
Cal. Blood Oranges, 176 and smaller, per case	....	10 50
Lemons, Cal., per case	7 50	8 00
Bananas, red, per lb.	....	0 11

Potatoes Are Scarce

Winnipeg.

VEGETABLES—Potatoes and turnips are none too plentiful. Onions are very scarce. Shipments of California vegetables have commenced to arrive.

Tomatoes, Mex., per lug, 30 lbs.	....	5 00
Cabbage, per lb.	0 09	0 10
Cauliflower, per case	....	4 50
Fresh Rhubarb, per lb.	....	0 27
Head Lettuce, per case	....	5 50
Do., doz.	....	1 50
Leaf Lettuce, per doz.	....	0 70
Celery, per crate	....	14 50
Beets, per lb.	....	0 03
Turnips, per lb.	....	0 03
Carrots, per lb.	....	0 04
Potatoes, per bushel	3 00	3 10
Do., yellow, per lb.	....	0 11
Cranberries, per box	....	4 50
Grapefruit, Florida, 36-46s, case	....	5 50
Do., 54-64s, per case	....	6 00
Do., 72-80s, per case	....	6 50
Apples, 20 1s, per box	....	4 50
Do., 2s, per box	....	4 00

VANCOUVER

Potatoes Are Firm

Vancouver.

VEGETABLES.—Potatoes are ruling firm under the advance of last week. Green vegetables from the South are not arriving, owing to railway strikes in the States.

Potatoes, Ashcroft	....	125 00
Do., Mainland, ton	110 00	115 00
Do., local	....	100 00
Carrots, per lb.	....	0 03½
Beets, per lb.	....	0 03
Turnips, per lb.	....	0 02½
Cabbage, per lb.	....	0 05
Onions, B.C., sacks	....	9 50
Do., New Zealand, crate	....	9 50
Valencia Onions, sack	....	9 00
Head lettuce, Cal., case	....	7 25
Do., leaf, per doz.	....	0 70
Tomatoes, Mexican	....	8 50
Celery, per dozen	....	3 00
Cauliflower	....	4 25

Strawberries Arrive

Vancouver.

FRUIT.—The fruit market is unchanged. Strawberries are selling readily at 50 cents a box. Apples are quoted at $1.75 to $2.00 per box. Grapefruit at $4.25 per case and oranges at $9.00.

Apples—		
Cooking, box	....	1 75
Baldwin, box	....	2 75
Delicious, box	....	4 50
Spitzenberg, box	3 50	3 75
Winesaps, box	3 25	3 75
Winter Bananas, box	....	3 00
Newtons, box	....	3 50
King David, box	....	2 75
Jonathans, box	2 75	3 00
Grapefruit, Florida	....	4 25
Oranges, Navels	....	9 00
Lemons	....	8 00

Flour Has Advanced

Vancouver.

FLOUR.—Some millers have advanced flour 15 cents per barrel and a further advance of 35 cents is predicted in some quarters.

Bushnell for Central Press Association.

ANY NIBBLES YET, NIC?

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 16.—Flour has advanced to $15.10. Ordinary cornmeal has advanced to $4.40. Molasses also higher, now quoted $1.40 to $1.45. Sugar has advanced $2.00 per hundred. Eggs are plentiful and prices are lower. American clear pork also easier. Potatoes are very scarce, owing to difficulties in transportation; the price is somewhat higher now, quoted at $8.00 per barrel.

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 16.—There is very little change in the market for staples this week. Sugar is quite active and increased sales are reported. Potatoes have taken a jump owing to the presence of many buyers who are offering $2.85 per bushel and indications point to a shortage on this commodity. Fruits are firm. Vegetables are about cleaned up, with no further supply in sight for a short while until Southern new grown stuff arrives. A raise in all canned vegetables is expected.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 67
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 45
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	2 00	2 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 16.—Some flour mills have advanced flour 15 cents per barrel. Good samples of Kootenashi beans are offered at $7.25 to $7.50 per hundred. Ontario cheese is quoted at 27½ to 30 cents per pound. Advances have been effected on Fry's cocoa, butter coloring, twine, paper bags. Puffed wheat advanced 35 cents per case. No. 1 Japan rice is higher, now quoted at 16 to 17 cents per pound. Eggs are firmer. Local potatoes are quoted at $100 per ton.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	16 00	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 12	0 14
Sugar, pure cane, granulated, cwt	....	16 92
Cheese, No. 1, Ont., large	0 27½	0 30
Butter, creamery, lb.	0 70	0 74
Do., dairy, lb.	0 55	0 60
Lard pure, 3s	18 90	19 20
Eggs, new laid, local, case	13 00	13 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 21
Do., package, 11 oz.	....	0 16½
Filiatras Currants, lb.	....	0 26
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	100 00
Lemons	....	7 50
Oranges	6 00	8 00
Grapefruit	....	7 50

GOING AFTER THE TRADE BY CATALOGUE

CALGARY, Alta. — The public, it seems, likes to shop by catalogue. The immense mail order houses that this country supports have educated the householder to order "sight unseen" and there seems to be something about the practice that appeals to Mrs. Housewife. What more natural then than for some enterprising merchants to "play to this audience," with profit to themselves and satisfaction all 'round. At any rate there are a number of merchants who have found it distinctly to their advantage to capitalize this feeling. H. O. Kirkham is doing it in Vancouver, and he draws tribute from quite a territory. Welsh is doing it in New Westminster and the whole Fraser Valley rings his till, as recorded in CANADIAN GROCER in an October issue. In Edmonton, Tarrabain sends out catalogues and his cash register records sales from fifty miles in every direction.

In Calgary, CANADIAN GROCER called upon a young but flourishing mail order house that has a turn-over that many might envy. Williams and Little, 117 Tenth West, Calgary, started a warehouse in Calgary to centralize the buying for their five country stores. They are situated as follows: Innisfail, Bowden, Olds, Didsbury and Champion. The first four between Calgary and Edmonton and Champion south towards Lethbridge. With the warehouse and the stock on hand, it was considered that a mail order business could be operated with the same fixed overhead, and very slight extra help. This firm mails 5,000 catalogues to customers, and is doing a very satisfactory business. At present Mr. Little does not use any illustrations in his catalogue, but he expects to do so. He should not find very much difficulty in collecting helpful cuts; the manufacturers are very much alive to the efforts of these live, wide-awake merchandisers, and as a rule are pleased to furnish small cuts of their products.

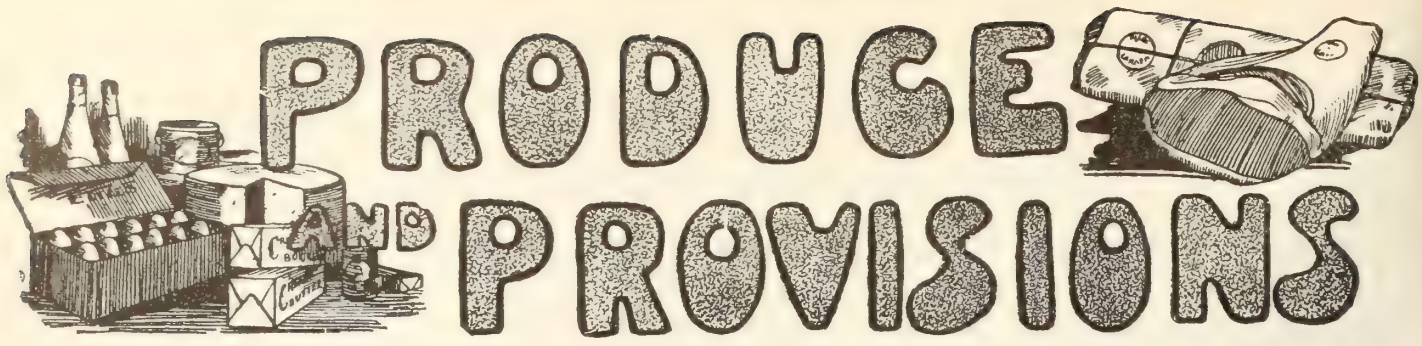
In most of the cases mentioned, the mail order department is an outgrowth of a central warehouse in connection with a chain of stores. Welsh in Westminster has three stores, and Kirkham in Vancouver has fourteen.

Williams and Little deliver any order of fifteen dollars or over within a radius of about fifty miles. The other day they received a large order from a customer who had carried one of their catalogues into the Peace River Country. While Grande Prairie is somewhat out of their zone, Mr. Little arranged to make the shipment on satisfactory terms to the customer, and a letter was received later complimenting them on the shape in which the shipment opened up.

Settling the Adjustment in the Packing Room

"That is one of the most important features," said Mr. Little, "we do lay great emphasis on proper packing. The slight differences in freights, by using heavier crates, are more than saved in the long run, by the absence of breakages and loss, and the customer certainly does appreciate having his goods arrive as he expected they would. Generous adjustments, that might show us quite a loss, always leave the customer feeling that even yet he's had the worst of the deal."

"Another thing I would urge on the trade, if they engage in the mail order business. **Prompt shipment.** All orders from customers have money orders attached. If a shaky firm were so inclined they could finance all their business on their customers' money by retarding deliveries." This practice is too much like kiting and the public will soon get "leary" of mail order grocery business unless this kind of activity is suppressed.



Farmers Advance Reasons for Present High Prices of Potatoes

Growers in Western Ontario Express Their Views on the Potato Situation—Some Farmers Still Have Large Supplies They Are Holding for Higher Figures—United States Buyers Have Been Heavy Purchasers

London, April 12.—"Why are potatoes $5.25 per bag to-day when you only asked $1.50 last fall for the same potatoes?" asked a representative of CANADIAN GROCER of a Caradoc farmer on the London market last Saturday.

"Well, it is like this. Last fall at potato digging time, we sold potatoes at the low figure, because it appeared that there was an enormous crop all over Canada and sooner than store them, we let them go at that price to save the expense of handling them two or three times and the waste of shrinkage. When digging was about half over, reports commenced to come in that frosts in the West had destroyed the crops out there and prices started to climb. Then the Americans came into the market and offered more than we could get here and naturally we sold at the higher figure; then the American buyers commenced to bid against one another and before we knew it potatoes were $3.00 a bag. That is just how the high prices started in our section. About this time, many of us were getting wise to the fact that potatoes were not going to be cheap. Some of my neighbors refused to sell any more and put their potatoes in the cellars and root houses to await the coming of spring and higher prices. However, not many stayed there for very long because the Americans started to bring in heated cars and the loading was on again and has continued ever since. Now, I do not believe you can pick up two cars in my section. Prices at that time were being boosted so fast that many farmers did not know whether to sell or not. I have seen cars loading at Mt. Brydges start off at $2.90 a bag, and before the car was loaded, $4.25 potatoes were going into the car."

Some Farmers Holding Potatoes

Caradoc Township grows the largest acreage and the finest potatoes in Western Ontario, and there was an average of ten cars a day rolled from that section to American points from the 25th. of October to the 20th of November of last year. The views of these farmers on the potato situation is therefore interesting.

"No, I have not any potatoes to sell," stated another farmer to CANADIAN GROCER. "I have just a few bags for ourselves and what I am saving for seed. I had a crop last year of about 800 bags, but sold most of them to the buyers from the United States at from $3.25 to $3.90 a bag. Of course I could have got more by holding on to them but I figured that it would pay me better to ship from near home than to haul them into the market here later on."

"Are there many potatoes left in the country?" he was asked.

"Yes, I think so. I know several farmers who did not sell a potato and either put them in pits or the cellars. I do not think the price will come down. Not very much anyhow, because I understand that there is a shortage in other parts and that the American buyers are offering as high as $4.75, which is equal to $5.50 hauled into the market here."

Will Continue Higher

J. Haskett, manager of the Moore Fruit Company, London, was of the opinion that potatoes would continue selling at a high figure in view of the fact that backward weather prevails throughout the Southern States and will make that crop late, and, in consequence, the United States will continue to buy Canadian potatoes for some time to come. "Another thing," stated Mr. Haskett, "is the fact that many of the potatoes that we distribute come from Quebec and these are getting more difficult to obtain. From the reports we get from that quarter I am firmly convinced that stocks are about cleaned up. We received a car from Alberta, but the quality was so bad that I do not think we will bring in any more."

250,000 Cases of Chum Salmon Are Still Unsold

Decided Lack of Demand for the Lower Grades —Cannery Men Are Not Optimistic Over the Prospects for the Summer

VANCOUVER.—The skies are anything but fair for the fish canning business in British Columbia this season. While there was little difficulty in disposing of the sockeye and other high-grades of fish there was a decided lack of demand for the lower grades, with the result that there still remains about 250,000 cases of canned chum salmon on the British Columbia market.

Some of the canneries sold these chums to carrying brokers for a figure of one-half the price quoted in the open market to-day because they were unable to finance the carrying of them in their own accounts. When the exchange rose to 15 per cent. about six weeks ago a little of this fish was unloaded on the U.S. market, but this soon stopped when the canneries in Washington learned that the move was on and that they still had over 1,000,000 cases of their own to market.

Low valuation on foreign monies in the markets which usually absorb these

cheaper grades of fish is the reason given for lack of foreign market.

A few thousand cases of chum salmon have been sold to South American buyers and to Singapore, while Egypt took one small shipment.

Recent advices from London are to the effect that there is no market in that quarter for cheap salmon, as nothing but the best will be considered in England. This has been experienced in the halibut export business recently, when the local packers of frozen halibut were confronted with their own fish coming back from England and being sold on the Atlantic coast. This had the effect of backing up the shipments from British Columbia, with the result that the packing plants have large supplies of frozen halibut on hand for which there is little or no market.

Herring Improves

The only branch of the fishing business which has exhibited any improvement for the past year has been the herring export trade. This year British Columbia dealers shipped approximately 25,000 tons of salt herring to the Oriental markets.

Cannerymen are not optimistic over the prospects for the summer and according to the present estimate only about two-thirds of those which operated last year will be running in 1920 season. This applies particularly to the Fraser river.

Supply and Demand Still Working

(Continued from page 26)

We have not cared much for Porto Rico coffee hitherto. Probably that is because we have little knowledge of it, for the French, who use 250,000,000 pounds a year altogether, like it best of all. May we not develop a similar preference? Hawaii produces some of the finest flavored, richest coffee in the world. Why should we not learn to like that? It is said that the Philipines once led the world in coffee production.

Let Us Produce Our Own Coffee!

Come to think of it, why would it not be a good thing to produce our own coffee in Uncle Sam's own dominions? We are the largest consumers of coffee in the world. We have in Porto Rico, Hawaii and the Philipines some of the prize coffee producing regions of the earth, with acreage enough to grow all we want and unlimited quantities for export.

Some motion in that direction is already apparent. Not only would it result in American growers making money from a new source. Not only would it even up the world's coffee supply and trend to equalize costs. It would place America in the correct economic position of producing within her own territories another article of primary importance to us.

If present circumstances should result in this desirable development and we should thereby become permanently independent of any foreign supply or manipulation, should we not have reason to feel that the good old laws of supply and demand and of compensation were all working together for our benefit? The best thing about those laws is that they work always, automatic in their operation, infallible; and that their machinery cannot be put out of commission permanently by any artificial, man-directed efforts.

Let's go!

Spreading Error Broadcast

Some association, of credit men, I think it was, issued a time ago what was called "Fourteen Points in Accounting Practice for Retailers," and the list has been published far and wide. It spreads error, or, at best, half truth, wherever it goes, for it is misleading in the extreme. For example:

"11. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year.

"12. Divide this figure into the total of your sales and it will show you the percentage of cost to you to do business.

"13. Take this figure and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the item.

"14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well."

Items 11 and 12 are sound in that they teach a merchant to ascertain his total average expenses. But when you have that average before you, you are like the mariner who has a reliable, tested compass. You must allow for compass variation, for the fact that it points only approximately to the north, that at one time it varies to the eastward and again to the westward, and you must learn all about such variations, know when they occur, and take them into account in every calculation and in laying out your daily course. It is also necessary that you know the tides which prevail in your location, the days of the month on which they change and to what extent each day, and you must make exactly scientific allowance for all of those things or you will not "make land" where you expect to make it.

Running a business by any such arbitrary rules as those laid down above, we should show a loss on every pound of sugar, flour, butter, each dozen of eggs, every ounce of lard and compound, side meat and dozens of other staples. But we know those staples, all of which are sold on gross margins less than the average cost of operation, are really highly profitable provided they are sold in correct volume, handled intelligently and with due knowledge of their correct place in the economics of business.

It is the plainest common sense that it costs less to grab a brick of butter which is weighed and wrapped at the factory and check it into an order than it does to show, describe, sell, pack, and deliver a half pound of fresh mushrooms, assuming all the risks of such a highly perishable commodity. That is why it is legitimate and proper to charge a margin of 30 per cent. on fancy Maine corn, as against 20 per cent. on standard Illinois or Iowa corn; why 35 to 40 per cent. is correct on East Indian chutney and dustless mops, while oranges move at 25 per cent. and flour at 9 to 10 per cent.; why sugar at 10 per cent. is highly remunerative, while angelique may be a losing item at 50 per cent. or more.

It is highly useful to know your average expense. It is good business to talk with your competitor on lines which will increase your mutual knowledge of the fundamentals of business as applied to any commodity. But if you gather a lot of "knowledge" which really is not so, you will be apt to land where the Brazilian coffee men seem headed for—on the rocks. Nothing will take the place of accurate knowledge of real business facts. Theories, however, pretty and alluring, will not do.

ST. THOMAS MERCHANTS WANT EARLY SATURDAY CLOSING

The Retail Merchants' Association of St. Thomas, Ont., discussed the question of nine o'clock closing on Saturday nights at a recent meeting, as a result of which, a "shop early" campaign is likely to be initiated. The change would be welcomed by every business man in the town, and the belief was expressed that if the public could be educated in this regard, the desired change could be effected. Strong opposition was expressed to closing the stores Wednesday afternoon the year round. It was contended by the opponents that such a custom would work hardships on a portion of the trade, and might be a detriment to business. There was no opposition to closing during the warm weather.

Arrangements were made for the holding of a banquet on Friday, April 30, at which two or three prominent outsiders will be present.

GOLD NUGGET COMPANY LOCATES AT GRIMSBY

The Gold Nugget Products Co., manufacturers of several lines, including cleansing powder, poultry grit, bird grit, hand cleansers, toilet powder, tooth powder, etc., etc., are locating their factory and head office at Grimsby, Ont. The trade will recollect this firm had an exhibit at the Canadian National Exhibition last year. A. T. Stone is the president of the company. The products are all made from a special kind of stone mined in Northern Ontario at Nugget Valley.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 16—The Montreal markets are steady this week and although no actual changes are noted, many lines tend upward. Hogs are stronger and advances have been effected, but the market is not very active. Beef is also stronger. Cured meats are very strong and advances noted on breakfast bacon and all hams. Cooked meats are practically unchanged, but the market is a very firm one. Barrelled bean pork has declined to $48.00 per barrel. Eggs are again cheaper. New-laids are offering at 52 cents per dozen. Shortening is stated to be very slow and there are no price changes to report. The butter market has a somewhat firmer tone, although no definite changes have been effected during the past week. Pure lard is proving a good seller and prices are very firmly held in a strong market. Margarine is steady and unchanged and there is no appreciable movement in the cheese market. Lobsters are stated to be coming along much better and prices are, in consequence, lower. The fish trade is comparatively good for the time of year. There are not very many offerings of fresh fish owing to the late season. Most of the rivers and lakes are still covered with ice.

Hogs Are Higher

Montreal.

FRESH MEATS.—Hogs are stronger this week, although there is not a great amount of activity manifested in the local markets. Deliveries are somewhat slow and the demands from local consumers not quite as active as formerly. Hogs are quoted this week at about $29.25.

BEEF.—Beef is somewhat stronger this week and slight advances are noted. Hind quarters are offering at from 25 to 30 cents.

FRESH MEATS

Hogs, live (selects)			20 00	20 50
Hogs, dressed—				
Abattoir killed, 65-90 lbs.			....	29 25
Fresh Pork—				
Leg of Pork (foot on)			....	0 31½
Loins (trimmed)			....	0 35
Loins (untrimmed)			....	0 32
Bone trimmings			0 18	0 21
Trimmed shoulders			....	0 25
Untrimmed			....	0 23
Pork Sausage (pure)			....	0 23
Farmer Sausages			....	0 18
Fresh Beef—				
(Cows)			(Steers)	
$0 19	$0 22	..Hind quarters..	$0 25	$0 30
0 12	0 14	..Front quarters..	0 15	0 18
....	0 27	..... Loins	0 40	0 42
....	0 22	..... Ribs	....	0 30
....	0 12	.... Chucks	....	0 16
....	0 18	..... Hips	....	0 24
Calves (as to grade)			0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb.			....	0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.			....	0 18

Cured Meats Up

Montreal.

CURED MEATS.—Advances are recorded this week on cured meats, which remain very firm under steady and active demands. Breakfast bacon is quoted at about 46 cents per pound and higher figures are noted on all hams.

HAMS

Medium, smoked, per lb.	
(Weight 8-10 lbs.	0 35
12-14 lbs.	0 41
14-20 lbs.	0 42
20-25 lbs.	0 36
25-35 lbs.	0 31
Over 35 lbs.	0 30
Boneless (for cleiing), 1c advance over above prices.	

BACON—

Breakfast	....	0 46
Cottage Rolls	....	0 34
Picnic Hams	....	0 28

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—There is practically no change to the market this week with the exception of cooked hams, which have been advanced to 50 cents per pound. The market is a very firm one with higher tendencies.

Jellied pork tongues	....	0 46
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 30
Veal and tongue	....	0 23
Hams, cooked	....	0 50
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 75
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 26
Bologna, lb.	....	0 14

Bean Pork Has Declined

Montreal.

BARRELLED MEATS. — Barrelled bean pork has declined in a somewhat weaker market and is being quoted at $48 per barrel. There is no appreciable change noted in the other meats but prices are very firmly held. Plate beef is offered at $28.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	18 00

New-Laids Are Cheaper

Montreal.

EGGS. — Further declines are noted this week on new laid eggs. Current quotations are given 52 cents per dozen. While there are considerable quantities of Canadian eggs upon the market, the trade relies to a great extent upon the American exports.

EGGS—

New laid	....	0 52

Shortening Very Slow

Montreal.

SHORTENING.—This market stands very quiet and there is practically no change to report in the matter of prices. The demand for shortening at the present time is stated to be very slow and prevailing prices show no change from those of last week.

SHORTENING—

Tierces, 400 lbs., per lb.	....	0 29
Tubs, 50 lbs., per lb.	....	0 28¾
Pails, 200 lbs., per lb.	....	0 29
Bricks, 1 lb., per lb.	....	0 30

Butter Market Firmer

Montreal.

BUTTER.—A decidedly firmer tone is manifest in the butter market this week, and although no definite changes have been effected the undertone is suggestive of the reaching of higher levels within the very near future. Creamery prints are selling at from 64 to 65 cents.

BUTTER—

Creamery, prints, qual. storage	0 64	0 65
Creamery, solids, quality storage	0 65	0 66
Dairy, in tubs, choice	0 48	0 55
Dairy, prints	....	0 50
Bakers'	....	0 45

Margarine Sales Limited

Montreal.

MARGARINE. — There is no new development to report on the present situation of margarine. Prices are maintained under demands that are stated to be very limited.

MARGARINE—

Prints, according to quality, lb.	....	0 37
Tubs, according to quality, lb..	0 31	0 35

Poultry is Steady

Montreal.

POULTRY. — Prices are maintained this week in a comparatively steady market and there is practically no new development to report.

POULTRY (dressed)—

	(Selling Prices)	
Chickens, roasting (3-5 lbs.)....	0 38	0 43
Chickens, roasting (milk fed)....	0 42	0 46
Ducks—		
Brome Lake (milk fed green)..	....	0 46
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 38
Do., (small)	0 32	0 33

Cheese Stands Steady

Montreal.

CHEESE.—Cheese stands very steady this week and no appreciable change has appeared in the local markets. Prices are maintained under fairly good demands but there is practically no movement worth mentioning.

CHEESE—

New, large, per lb.	....	0 29½
Twins, per lb.	....	0 30
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 36
Fancy, old cheese, per lb.	....	0 32

Pure Lard is Selling

Montreal.

LARD.—Pure lard is proving a very good seller at the present time and good

business is reported from the various sources. The market stands very firm, although no price changes are noted. Bricks are offered at about 32 cents.

LARD—		
Tierces	0 29½	0 30½
Tubs	....	0 29¾
Pails	....	0 30
Bricks	....	0 32

Lobsters in Abundance

Montreal.

FISH. — Lobsters are stated to be coming along in greater abundance and prices are lower in consequence. General fish trade is comparatively good, considering the time of the year when the passing of the Lenten season means a general falling off in business. The season is late this year and, as most of the lakes and rivers are still covered with ice, there are not many offerings of fresh fish. There are, however, a few halibut and salmon from the West and haddock and codfish from the East. Owing to the railroad trouble in the States, the bulk oyster business from the South is badly disorganized.

OYSTERS

Cape Cod, per barrel	....	18 00
Batouche, per barrel	....	15 00
Malpeques shell oysters, choice, bbl.	....	16 00
Do., XXX., bbl.	....	15 00
Scallops, gallon	....	4 50
Can. No. 1 (solids)	2 50	2 75
Can. No. 3 (solids)	7 00	7 50
Can No. 4 (solids)	11 00	12 00
Can No. 1 (selects)	....	3 50
Can No. 3 (selects)	6 75	10 50

FRESH FISH

Haddock	0 07½	0 08
Steak cod	0 11	0 12
Market cod	0 07	0 07½
Mackerel	....	0 18
Flounders	0 10	0 12
Prawns	....	0 50
Live Lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 40
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 10
Do., bucks, lb.	....	0 30

FROZEN FISH

Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 17	0 18
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 08
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 11	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 09½	0 10
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	18 00
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 20
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 28

ONTARIO MARKETS

TORONTO, April 16—The produce and provision market has developed a firmer tone. Dressed beef and pork cuts have advanced. Spring lamb is scarce. Fresh butter is in scant supply and quotations are about 2 cents per pound higher. The egg market is steadier, probably due to the influence of Montreal buyers, who have appeared on this market. Exporting of cheese has been resumed, which has had the effect of putting a cheerful aspect to the market. Lard and margarine have declined. Poultry and fish are steady.

Fresh Meat Firmer

Toronto.

FRESH MEATS.—Dressed beef has advanced about $1 per hundred. Dressed pork as well as all pork cuts have advanced one cent per pound. Calves are slightly easier, being quoted at 21 to 25 cents per pound. Spring lamb is scarce, very few being offered. The price ranges around $15 to $20 each.

FRESH MEATS

Hogs		
Dressed, 70-100 lbs., per cwt.	25 00	26 00
Live off cars, per cwt.	....	20 00
Live, fed and watered, per cwt.	....	19 25
Live, f.o.b., per cwt.	....	18 75
Fresh Pork		
Legs of pork, up to 18 lbs.	....	0 36
Loins of pork, lb.	....	0 41
Tenderloins, lb.	....	0 58
Spare ribs, lb.	....	0 26
Picnics, lb.	....	0 25
New York shoulders, lb.	....	0 30½
Boston butts, lb.	....	0 33
Montreal shoulders, lb.	....	0 30½
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 25	0 28
Front quarters, lb.	0 14	0 17
Ribs, lb.	0 25	0 30
Chucks, lb.	0 14	0 16
Loins, whole, lb.	0 35	0 40
Hips, lb.	0 21	0 25
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 26
Spring lamb, lb.	....	....
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 16	0 20

Above prices subject to daily fluctuations of the market.

Hams and Bacon Steady

Toronto.

PROVISIONS.—There are no changes to report in provisions. Prices are maintained under a steady demand.

Hams—		
Medium	0 39	0 40
Large, per lb.	0 32	0 33
Heavy	0 28	0 29
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 53	0 56
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 46
Breakfast, fancy, per lb.	0 48	0 51
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 28
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	58 00
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Higher

Toronto.

COOKED MEATS.—Cooked hams have advanced one cent per pound, now quoted at 54 to 57 cents per pound. Other cooked meats are selling well at unchanged prices.

Boiled hams, lb.	0 54	0 57
Hams, roast, without dressing, lb.	0 55	0 57
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 13½
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Egg Market Has Steadied

Toronto.

EGGS.—The egg market has developed a steadier tone. While no local packers are buying as yet for storage purposes, it is understood that there have been buyers here from Montreal which has had the effect of firming the market. Buyers at outside points are paying 42 to 44 cents per dozen and the price to the retail trade is 50 cents per dozen.

EGGS—		
Fresh	....	0 50
Fresh selects in cartons	....	0 53

Prices shown are subject to daily fluctuations of the market.

Butter Has Advanced

Toronto.

BUTTER. — There is a scarcity of choice butter and the price has advanced about two cents per pound. First quality storage butter is becoming cleared up and prices are ranging around 63 cents per pound.

BUTTER		
Creamery prints	0 67	0 69
Dairy prints, fresh, lb.	....	0 59
Dairy prints, No. 1, lb.	....	0 56

Cheese Market Improves

Toronto.

CHEESE. — The cheese market has developed a more cheerful tone, attributed to the export business which is gradually easing off stocks. Prices, however, are unchanged.

CHEESE—		
Large	0 27½	0 29
Stilton	0 32	0 34

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Lard is Easier

Toronto

LARD.—Lard has declined about one cent per pound in some quarters. The market, however, is quiet.

Tierces, 400 lbs., lb.	0 29½	0 30

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Margarine Has Declined

Toronto.

MARGARINE.—Margarine has declined two to three cents per pound. This decline is attributed to the lower exchange rate on oil brought in from the U.S. that goes into the manufacture of margarine.

MARGARINE—		
1-lb. prints, No. 1	....	0 36
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Shortening Unchanged

Toronto.

SHORTENING.—There are no changes to report for shortening. Prices and demand are steady.

SHORTENING—		
1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

Fish Business Quiet

Toronto.

FISH. — The end of the winter season has brought about a quiet business for fish. All surplus stocks are practically cleared up, which has the effect of holding prices steady.

FRESH SEA FISH.		
FISH.—As the spring season is ap-		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 15	0 17
Do., medium	....	0 19
Fresh Whitefish	....	....
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Do., Qualla	0 10	0 11
Halibut, chicken	....	0 15
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickerel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel	....	0 30
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 19
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry Prices Maintained

Toronto.

POULTRY.—The demand for poultry has fallen off somewhat and prices are well maintained. Supplies of fresh poultry are arriving freely. Storage stocks are still quite large.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	$0 30	$0 35
Do., young, lb.	0 40	0 45
Roasters, lb.	0 25	0 30
Fowl, over 5 lbs.	0 38	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	0 40
Geese	0 25	0 28
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:

	Dressed
Hens, heavy	0 42
Do., light	0 28 0 40
Chickens, spring	0 28 0 40
Ducklings	0 40 0 45
Geese	0 33
Turkeys	0 50 0 60

WINNIPEG MARKETS

WINNIPEG, April 16—The markets are somewhat steadier and no important price changes have been effected. Hogs are remaining firm, while eggs are still on the down grade. Butter remains firm, while cheese is easier. Poultry prices are well maintained.

Hog Market Steady

Winnipeg.

HOGS.—The hog market is holding very steady for selects, fed and watered. No sheep or lambs on the market for the past few days.

HOGS—		
Selected, cwt.	....	20 00
Heavy, cwt.	....	18 00
Light, cwt.	17 00	18 00

No Change in Butter

Winnipeg.

BUTTER. — Creamery butter still holds firm, while, as indicated before, dairy butter is still very scarce.

BUTTER—		
Finest creamery, 1s	0 69	0 70
Dairy, finest No. 1, prints	....	0 40
Do., solids	....	....
Margarine, 1s	....	0 38

Cheese Market Easier

Winnipeg.

CHEESE.—The cheese market is considerably easier. Prices are unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Eggs Remain Weak

Winnipeg.

EGGS.—Large supplies of fresh eggs are coming very rapidly to the Winnipeg market. Fresh eggs are now quoted at 43c per dozen.

Fish is Unchanged

Winnipeg.

FISH.—Large quantities of fish are reported selling briskly, and no changes are noted in the price.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
per bbl.	....	8 50
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases.	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	2 60
Do., Western, 20-lb. boxes, box	....	2 40
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	2 40
Do., Western, 20-lb. boxes, box	....	2 30
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 35
Do., Mixed, 9-lb. pails, per pail	....	1 25
Labrador Herring, 100-lbs. bbls.,		

Poultry Rules Firm

Winnipeg.

POULTRY.—There are no new developments to report in the poultry market. Prices are unchanged.

POULTRY—		
Turkey, live weight, lb.	0 23	0 28
Geese	0 15	0 19
Duck	0 16	0 18
Chickens	0 19	0 22

VANCOUVER MARKETS

VANCOUVER, April 16—The produce and provision markets show little change this week. Meats are ruling steady at unchanged prices. Butter is firmer, but price changes have not been affected. Local fresh eggs are plentiful and the market continues weak. Cheese remains quiet.

Meats Stand Steady

Vancouver.

FRESH MEAT.—There has been no change in the market for meats. The market is ruling steady at prices listed.

Beef steers	....	0 24
Do., cow	....	0 21½
Lamb	....	0 40
Mutton	....	0 38
Pork	....	0 38

Butter is Firmer

Vancouver.

BUTTER.—The butter market continues firm in tone. Supplies are limited. Fresh creamery butter is quoted at 74 cents per pound.

Eggs Are Plentiful

Vancouver.

EGGS.—Local fresh eggs are arriving in large quantities and the market continues weak. Fresh eggs are quoted at 49 cents per dozen.

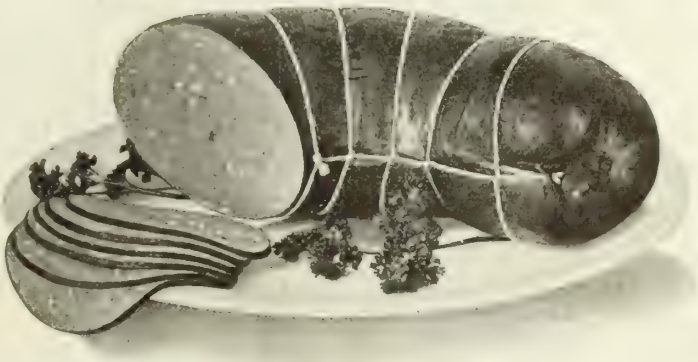
Cheese is Unchanged

Vancouver.

CHEESE.—The cheese market is still quiet. Ontario cheese is quoted on a basis of 33½ cents per pound. British Columbia is quoted on a basis of 31½ cents per pound.

CHEESE—		
British Columbia	....	0 31½
Ontario, solids	....	0 33½
Do., twins	....	0 33¾
Stilton	....	0 38

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

We guarantee all our bologna to contain **no artificial coloring whatsoever.** The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL

Results!

on both sides of the counter

On the customer's side, satisfaction, with the economy, purity, and good cooking qualities of "Easifirst."

On your side, more business, more profits, quicker sales. "Easifirst" brings many repeat orders.

Be prepared to supply "Easifirst." It will pay!

Phone Junction 3400. **GUNNS LIMITED, West Toronto**

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Brunswick Brand Sea Foods

The Best Fish Food for our Canadian People

Are You Selling Your Share?

Send in your orders now and be prepared for the Spring and Summer trade. Your Wholesaler can supply you.

CONNORS BROS.
Limited
Black's Harbor, N.B.

H.P. SAUCE

Makes Good Every Time

It is such capital value, sells freely, and shows you a good profit.
There is a "want more" fascination about H. P.— that's the reason why the demand is constantly increasing.
Isn't it worth your while to stock H. P.?

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

It sells for 25c.

It costs 18¾c.

It DOES
What it is claimed to do-
ABSOLUTELY

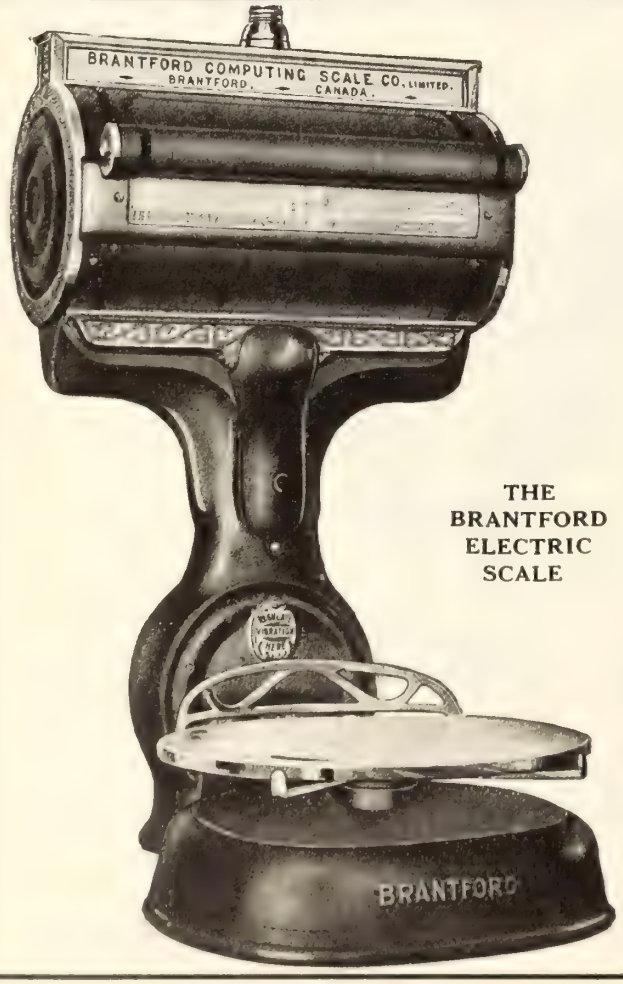
You Can Never Offend Your Customer

By showing her a way to save work

Magic Neutralizes Alkali

Sold through All Jobbers

Herald Brokerage Co., Winnipeg, Western Distributors. **Magic Manufacturing Co., Vancouver**



THE BRANTFORD ELECTRIC SCALE

Brantford Computing Scales

(Made-in-Canada)

Long life and unfailing, accurate performance are built into this supreme "All-Canadian" Scale.

Its working parts are all enclosed—it is agate bearing throughout and is handsomely finished and easily cleaned. Send for our illustrated "Catalogue and find out" why the Brantford is the best buy in the world for quality scales.

Brantford Computing Scale Co., Limited

BRANTFORD - CANADA

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

THE SALT THAT SELLS

Manufactured under ideal conditions, in the best equipped salt works in the Dominion, the Canadian Salt Company's products are equipped for quality and strength.

Salt for every need.

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt

Windsor Cheese Salt

Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

Tasty Sausage—
A provision business builder

When you sell Schneider's "Pure Meat" Sausage you are paving the way for continuous, repeat sales. **Schneider Purity and perfection** is an absolute guarantee of perfect satisfaction. Only the best of meat is used and just the right amount of seasoning to give them an exquisite "want more" flavor that spells big future sales.

Schneider's Guaranteed Bacon

Never fails to make good in a big way. If it doesn't, just send it back to us. That's a fair and safe agreement for both of us. The profits on Schneider products are very attractive and the satisfaction that they win makes selling them a pleasure.

Let your next order be Schneider's.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.

PHONES:
MAIN 3984
WESTMOUNT 4315

POP CORN PRODUCTS
ICE CREAM CONES

Maple Crispette Company Limited

DIRECT IMPORTERS OF
FANCY PONCE MOLASSES
SOLE DISTRIBUTORS FOR GLOBE BRAND POP CORN
SODA STRAWS

100A AND 100B ST. ANTOINE STREET

Montreal, March 12/20 *191*

Canadian Grocer

Montreal.

Dear Sirs;

It might interest you to know that we have received orders direct trough one advertisement in your paper amounting to about $4000.00 and since than we have received several repeats from these same customers.

We were under the impression that we had all wholesalers and Jobbers on our list of friends and customers, but after our first advertisement appeared we found that there were a number of concerns whom we did not have on our books and from whom we received orders.

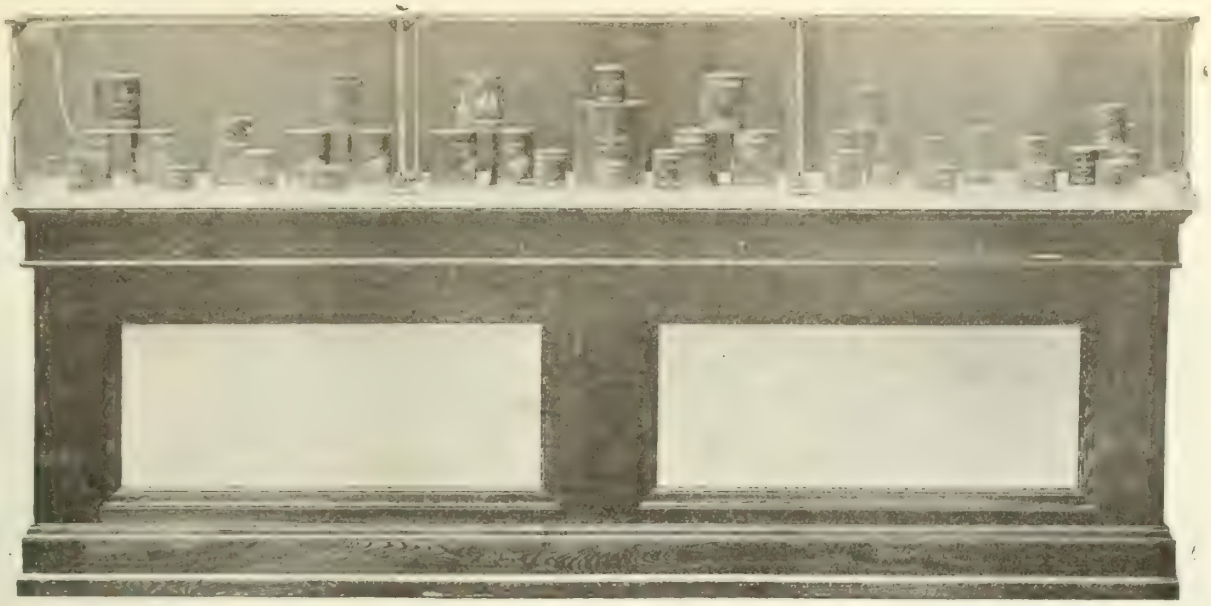
While this letter to you is not solicited by you, we think it only fair to let you know the results of our ad in your paper.

Yours very truly

Maple Crispette Co Limited

E.

The above letter demonstrates how carefully the trade reads CANADIAN GROCER each week and how necessary the use of its advertising pages is in securing national distribution. Drop a line to our nearest office for full information.



Freeman Display Cases are "100% Salesmen"

They never fail to attract attention to the goods displayed and they are always on the job. They enable you to get the biggest returns from your equipment investment. That they sell more goods quicker is being proven every day in stores throughout Canada. Get the most out of your business by installing Freeman Display Case. A size and style for every requirement.

Get details regarding our complete line of Grocers', Butchers' and Confectioners' supplies.

W. A. Freeman Co., Limited - Hamilton, Ontario

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Furnivall's FINE FRUIT PURE JAM

MR. GROCER,

The slogan: "Made-in-Canada" was never more in need of your full support than at the present time. This refers to all lines in general, but particularly to

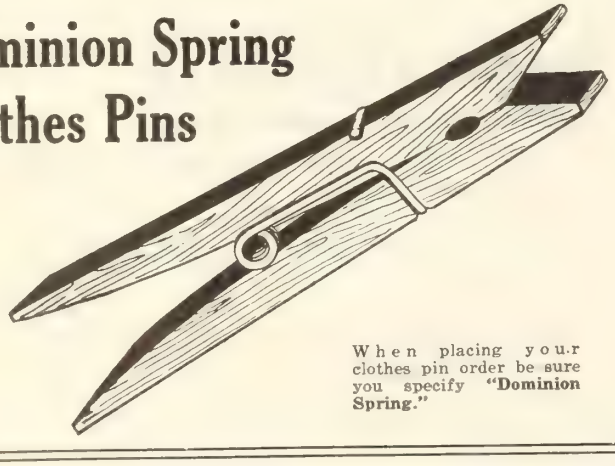
CANADIAN MADE JAMS AND MARMALADE

The word "pure" on a package is your safeguard against adulteration. **Look for the word "pure."** Furnivall's jams and marmalade are guaranteed absolutely pure and are made under Government supervision. The quality goes in the jar before the label goes on.

FURNIVALL-NEW
Limited
Hamilton - Canada

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island. N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's Newfoundland.

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify **"Dominion Spring."**

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

POPULARIZING CANADA'S FAVORITE TOBACCO

Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

W. C. MACDONALD REG'D.
Incorporated
MONTREAL

MACDONALD'S

SMOKING CHEWING

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SPICE MILLS

Can you tell me the names of the best firms or their representatives where manufacturers grinding and preparing spices for the Canadian market get their supply?—"Puritas," Limited, 77 St. Dominique St., Quebec, Que.

ANSWER.—White Swan Spices & Cereal Co., Ltd., 156 Pearl St., Toronto; Dalton Bros. Manufacturing Co., Front St. East, Toronto, Ont.; Pure Gold Manufacturing Co., College St., Toronto, Ont.; I. X. L. Spice & Coffee Mills, London, Ont.

COCHRANE'S POPULATION

What is the population of Cochrane, Ont.? Will you kindly give list of general stores handling groceries?—E. Quintal, 225 Marquette St., Montreal, Que.

ANSWER.—We find that Cochrane, Ont., has a population of 2,345, and the following are the general stores handling groceries: Emelina E. Caswell, Nicholas Fasano, J. B. Giroux, Wm. Leduc, S. Leger, Giuseppe Marasco, Piccolo Bros., Therriault & Tremblay, Amide Vallee, J. W. Young.

DRAINED CITRON PEEL

I would like to get recipe and information re the making of drained citron peel, at as early a date as possible.—Subscriber.

ANSWER.—Citron, a fruit which is cultivated chiefly for its thick spongy rind, which in candied form, then thick, tender and of delicious flavor—is popular for use in cakes, preserves, etc. It is also employed in the making of fruit syrups, liqueurs, etc. There are many varieties of the fruit, which is generally warty and furrowed in appearance, with pulp similar in flavor to that of a lemon but less acid, in the largest types attaining to a length of nine inches and weighing up to twenty pounds. It grows freely in sub-tropical climates but is seldom seen by the average consumer in its fresh condition. A small quantity is produced in California but the bulk of the supply is imported.

The variety known as Leghorn Citron comes from Corsica and Sardinia, where the fruit is cut up, barrelled in salt pickle and shipped to Leghorn. After remaining there for a month or more in the pickle, the rind, freed of seeds, etc., is boiled until tender and then set to soak in slightly sweetened water in order to extract some of the salt. The following day it is removed to a second solution and the next day to another, the process being repeated for a week or more, each new solution being a little sweeter than that preceding. The rind is finally boiled for a short time in heavy syrup and thence goes to racks in a heated room to dry and crystallize. The following day it is ready for packing, being put up in various styles for different markets.

The unripe fruit of the ungrafted citron tree is the "Citron of the Law," used by many Jewish communities in the ceremonies during the Feast of the Tabernacles.

We would also refer you to Wagstaff's Limited, of Hamilton, Ont., as manufacturers of citron peel.

WHERE TO PURCHASE SHINGLES

As a subscriber to your paper will you be kind enough to give me the names of firms from whom I might buy shingles by the carload at wholesale prices? N. S. Laing, General Merchant, Branchton, Ont.

Answer—Joseph Chew Lumber & Shingle Mfg. Co., Vancouver, B.C.; Emerson Lumber Co., Vancouver, B.C.; Hastings Shingle Mfg. Co., Vancouver, B.C.; E. H. Heaps & Co., Vancouver, B.C.; Kootenay Shingle Co., Salmo, B.C.; A. G. Lambert & Co., Nelson, B.C.; Pacific Coast Lumber Mills, Vancouver, B.C.; Woods & Spicer, Vancouver, B.C.; Metallic Roofing Co. of Canada, Toronto, Ont.; A. B. Ormsby, Toronto, Ont.; John B. Smith & Co., Toronto, Ont.

AGENTS FOR SHREDDED WHEAT

Will you please give us name of agents in Toronto for Shredded Wheat?—Subscriber.

Answer.—Mr. Slate, Canadian Shredded Wheat Co., Gooderham Bldg., Toronto, Ont.

U. S. GROCERY AND CONFECTIONERY TRADE JOURNALS

We shall esteem it a favor if you will kindly give us a list of the names and addresses of the publishers of grocery and confectionery trade journals throughout the United States. Also name of a similar journal devoted to the interests of flour and grain in Canada.—The Harry Horne Co., Ltd., 1297-99 Queen Street West, Toronto, Ont.

Answer.—As far as we know there are no journals devoted to the interests of flour and grain published in Canada. Following is a list of publishers of grocery and confectionery trade journals in the United States: Sweet's Atlantic, Georgia; Confectionery Journal, Cincinnati, Ohio; Western Confectionery, Seattle, Wash. Grocery:—Modern Merchant & Grocery World, Philadelphia, Pa.; The Tradesman, Farnan Bldg., Omaha, Neb.; The Modern Grocer, Chicago, Ill.; The New England & Grocer Tradesman, Boston, Mass.

TORONTO AGENT FOR BON AMI.

Will you please give us name of agent in Toronto for Bon Ami?—S. Limited.

Answer.—No agent in Toronto; have to get in touch with Bon Ami people direct at New York.

DOES ANY READER KNOW?

Please give me information on the following: Mr. A. Daniels, married; I understand he travels from Halifax for a Toronto clothing firm. Would like to get in communication with him. Thanks.—Subscriber.

Answer.—We have been unable to locate Mr. Daniels. Possibly some reader could give you this information.

WHERE TO GET CHINA AND CROCKERY

Please send me names and addresses of china and crockery ware wholesale houses and oblige.—Mr. Thos. Steinburg, Marksville, Ont.

Answer.—You could get china and crockery ware from the following wholesalers: Toronto Pottery Co., Toronto; Belleville Pottery Co., Belleville; R. Campbell's Sons, Hamilton, Ont.; Canada Pottery Co., Ltd., St. Johns, Que.; John Cranston & Son, Hamilton, Ont.; British Columbia Pottery Co., Victoria, B. C.; Jas. Foley, St. John, N. B.; Medalta Stoneware Co., Medicine Hat, Alta.; Gowans Kent Co., Toronto (for chinaware).

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

MAIL ORDERS

Many of our customers have learned the value of our mail order department by continually using it between the calls of our salesmen. A letter, a post card or a long distance telephone call "check reversed" is a request we would make, and if you will favor us we will guarantee to give you service. Anything you require in the grocery line, we have it at prices that will be attractive. As an example here are a couple of year round favorites that will get you business particularly now that the fruit cellars are about empty.

Spanish Figs (taps about 30lb.)	**8lb.**
Hallowee Dates (Boxes about 60lb.)	**15½lb.**

"Send us an Order"

and feature them on your week-end list of specials.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

KING GEORGE'S NAVY

CHEWING TOBACCO

Always repeats

That's just the secret of King George's Navy Chewing Tobacco. It repeats—because its deliciously "different" texture appeals to every man who loves a good chew.

When you consider the wide margin of profit on every sale of King George's Navy, is there any reason why you should not feature it constantly?

Rock City Tobacco Co., Ltd.

Up-to-date Grocers

are Selling Brodie's XXX

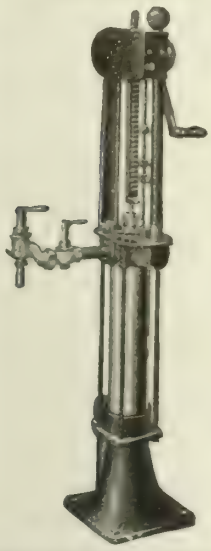
FLOUR

For making PANCAKES MUFFINS, CAKES, PIES, "it has no equal."

Brodie's XXX Flour is advertised from Coast to Coast.

Keep your Stock up—it's a ready Seller
Order from your Wholesaler

BRODIE & HARVIE, LTD., MONTREAL



These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

BOWSER ESTABLISHED 1885
SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

S. F. BOWSER COMPANY, Ltd.
66-68 Fraser Ave., TORONTO, Ont.

Put Gold Dust packages where your customers can see them.

Tips— that come home to roost.

Remind a woman of Gold Dust when she is ordering and you are sure of a sale. She will appreciate the reminder, too.

Our widespread advertising is creating a big demand for this "Made in Canada" product.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Century
A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."
CENTURY TABLE SALT
THE DOMINION SALT CO LTD SARNIA ONTARIO
SIFTO SALT
Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.
SIFTO TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

It's Profitable Because—

100% PURE

COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS 15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days

Eagle Brand, each 48 cans	$11 00
Reindeer Brand, each 48 cans	10 50
Silver Cow, each 48 cans	10 00
Gold Seal, Purity, ea. 48 cans	9 85
Mayflower Brand, each 48 cans	9 85
Challenge Clover Brand, each 48 cans	9 35

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 75
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 00
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..$12.50
16 oz. tins, 2 dozen per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40-lbs., Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12¾
40 lbs. Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

POST TOASTIES

Have the *Call* Among Corn Flakes *Because*

—They are superior in flavor and quality—they please and hold trade.

—The sale is guaranteed by steady forceful advertising.

—Post Toasties are backed by a fair, liberal sales policy, that insures good profit to grocers.

Stock Well on Post Toasties To Meet the Big Demand Ahead

POSTUM CEREAL COMPANY, Ltd., Windsor, Ontario

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

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FOR ALL MEATS ETC.

SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

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FOR ALL COLD MEATS AND STEWS

In Spring the palate craves new dishes—

Mapleine

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Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

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M

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HAREM BRAND

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

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General Sales Agents
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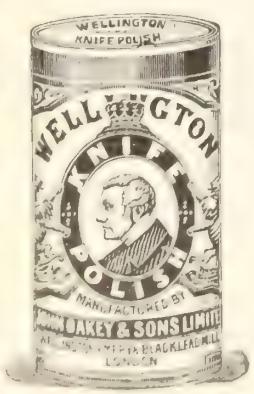
"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.



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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 90
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	7 10
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half bbls., about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 50
5-lb. tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	7 15
20-lb. tins, ¼ doz. in case	7 20
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	$4 00
½-lb.	2 00
Robinson's Patent Groats—	
1-lb.	4 00
½-lb.	2 00

BLUE

Keen's Oxford, per lb.	**0 24**
In cases, 12 12-lb. bxs to case.	**0 25**

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 25
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	**$6.00**
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Florida Tomatoes, Celery
"Stripes" Brand
Florida Grape Fruit
Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.
TORONTO
Wholesale Fruits and Vegetables

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 **Ontario**

CLOTHES PINS

BROOMS

CLOTHES LINES

WALTER WOODS & CO.
Hamilton and Winnipeg

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

If We Eat

we are all concerned in the price of food—where it can be purchased, the quality, the quantity we get for our money, who makes it and whether it is advertised.

It is important for the manufacturer to know who is advertising his goods locally, where they are being pushed, what other brands are being advertised and how the demand is being created. We can supply this information.

The retailer who wishes to make his advertisements pull can get many real pointers from other progressive retailers' advertisements. We can send him a set of fifty ads, showing how other retailers, like himself, are putting their goods before the public.

The wholesaler and the jobber can have a traveller call on a man as soon as he fits up his store by getting our service on new stores.

We read the newspapers as a business and can supply information on any subject. A prompt service of special news coming to your office will help your sales department and open up new fields.

Service suggestions and rates gladly given.

Canadian
Press Clipping Service
143-153 UNIVERSITY AVE., TORONTO

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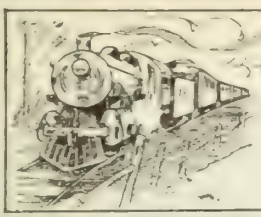
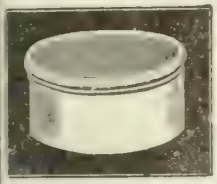


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

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GEO. J. CLIFF

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Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
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Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

HIGHER SARDINES LIKELY

According to advice received from the primary markets, advances are shortly to be expected on all general lines of Norwegian sardines. The reason given for this is the very high prices ruling on olive oil and the increased cost of tin plate.

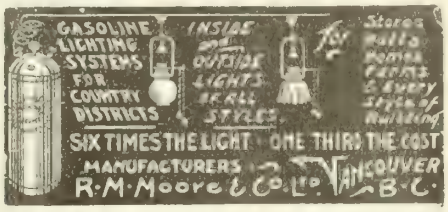
THE SITUATION IN CORN SYRUPS

There is a possibility that corn syrups are due for another advance. This is attributed to the higher cost of corn and packages. Manufacturers report a big increase in the consumption and this, coupled with the higher cost of raw material, will have a tendency toward higher prices.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE AND OUTSIDE LIGHTS FOR ALL STYLES
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd. VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price $100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

FOR QUICK SALE, CORNER STORE, FIXtures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE OR RENT—GENERAL STORE IN good dairying district. Stock about $10,000. Cash turnover for 1919, $32,740.33. Retiring from business. Box 114, Canadian Grocer, 153 University Ave., Toronto, Ont.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock aproximately five thousand, fixtures aproximately one thousand, property thirty-two hundred; well settled Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Ave., Toronto.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

WANTED

WANTED—A GROCERY BUSINESS, OUTSIDE city limits, or within 75 miles of Toronto. Give valuation of property and stock. Box 62, Canadian Grocer, Toronto.

WANTED — GROCERY BUSINESS IN NOVA Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

Opportunities are offered every week on this page.

Are You making use of them?

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

AGENCIES WANTED

COMMUNICATION WITH MANUFACTURERS desiring Alberta representative. To any interested firms I will be pleased to forward particulars and references. Box 108, Canadian Grocer, 153 University Ave., Toronto, Ont.

WELL ESTABLISHED FIRM OF WHOLESALE meat salesmen, owning stands and offices in all the principal wholesale markets of the United Kingdom, including Smithfield, London, Birkenhead, Liverpool, etc., on Admiralty and War Office lists, are willing to consider Sole Agency of Exporting Firm of Frozen Beef, Mutton, Offals, etc., who could supply large demands. References and Guarantees exchanged. Principals only. Address "Export," P.O. Box 1934, Montreal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

PRICE'S RENNET WINE
makes the best
JUNKET

A most delicious dessert, one teaspoonful is enough for a pint of milk.

Retails, 25c per bottle

Wholesale price, $2.25 per dozen, $24.30 per gross.

Manufactured by
PARKE & PARKE
Limited
Macnab St., and Market Sq.
HAMILTON, ONT.

RID OF RATS
The only non-poisonous Rat and Mouse exterminator in the world . . . .

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.

BERG & BEARD MFG. Co., Inc.,
100 Emerson Place, Brooklyn, N.Y.

HIP-O-LITE MARSHMALLOW CREME

(Ready-to-use)

Now Made in Canada by Bowron Bros.

1 Gal—160 oz.	32 oz.	16 oz.	1 Pt.	Half Pint.
Lacquered can, 4 tins to case.	Screw Top Jar,	Mason Jar Screw Top	Fibre Carton,	Fibre Carton,
Wt. 27 lbs. per case	1 doz. to case.	1 doz. to case.	1 doz. to case.	4 doz. to case.
$19.00 doz.	Wt. 18 lbs. per case	Wt. 19 lbs. per case	Wt. 10 lbs. per case	Wt. 20 lbs. per case
	$5.50 doz.	$3.50 doz.	$2.60 doz.	$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

HIP-O-LITE offers an excellent profit, Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada

Watching the Dayton-Saved Dollars Grow

Away down at the bottom of the fag-end of the dollar lies your profit. After everybody else gets paid you get paid, Mr. Grocer. That being so, you certainly need the bull-dog justice and vigilance of the Dayton Computing Scale. It absolutely eliminates mistakes in weighing. That makes you get every fraction of every cent that is coming to you. That gives **your** bank account its chance to grow.

"If it's a Dayton, It's Right"

Made in Canada. Send for Catalogue.

DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.
Toronto

Frank E. Mutton
Vice-Pres. and Gen. Mgr.

Branches in all principal cities

Also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, APRIL 23, 1920 No. 17

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested.

Introducing "Aladdin"

Not your old friend of boyhood days—but a modern Aladdin. Like the Aladdin of Arabian Nights fame, this one can do wonderful things.

His the unique privilege of making over fabrics. His the remarkable ability to turn things pink or blue or green or yellow.

No ordinary dye, this Aladdin—but a new and wonderful Dye Soap that colors as it cleans.

Offered to you with our assurance that Aladdin will quickly become a great favorite with Canadian women. And to help it attain that Dominion-wide favor and become the quick seller its great merit deserves, we are going to advertise it to the public—*heavily*.

With your first gross of ALADDIN you can have on request a beautiful revolving display stand. This stand holds a gross of ALADDIN SOAP DYE packages — and provides an ideal way of placing it before your customers. This display stand is in itself a wonderful selling factor and an attractive counter novelty.

To stock Aladdin is to rub a Magic Lamp. Presto! the Sales will come! With good profit to the Dealer who can say "I have it."

Order the Revolving Display Stand containing one gross, assorted, ready to be placed on your counter. (Stand free with this assortment.)
You will not have long to wait for the results.

CHANNELL CHEMICAL CO. LIMITED, - DISTRIBUTORS
TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Borden's

MILK PRODUCTS LEAD IN QUALITY

.... and Lead in Sales

It is a well-known fact that Borden's Milk Products require no sales talk. They sell themselves on their incomparable quality reputation and every sale creates a bond of goodwill between grocer and customer.

Borden's Milk Products are unquestionably the leading sellers in their field——a fact that every aggressive grocer should carefully consider. Stock up from the Borden list of rapid sellers. Your wholesaler will supply you.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

Borden's

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A Ready Summer Seller

Tasty, Nourishing and Reasonable in Cost

CLARK'S PORK & BEANS

WITH TOMATO CHILI OR PLAIN SAUCE

Just as good as ever;
Just as popular, and
Just the best money maker
for you.

CLARK'S CORNED BEEF

THE HANDIEST OF ALL MEATS FOR COLD LUNCH

The sizes No. 1 and No. 2 should be in every pantry

The 6-lb. can is excellent for slicing

Made in Canada——————By Canadians——————For Canadians

We Appreciate and Cater for Our Home Trade

W. CLARK, LIMITED

MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, **in transit to Vancouver**—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations Upon Application

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN LTD., Winnipeg, Man.
NICHOLSON-RANKIN LTD Calgary, Alberta
NICHOLSON-RANKIN LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.

LANKA TEA

Helps in Selling LANKA

THE first and greatest merchandising force is *advertising* Lanka in *Magazines, Newspapers* and *Farm Papers* until the name stands for tea. Your customers will simply ask for *Lanka.*

Especially when they see the Lanka Display Card on your counter and in your window. This is the tie-up between our salesmen-in-print and your salesmanship-in-person, together with the striking Lanka package displayed on your shelves.

Finally we provide the novel little Lanka recipe book which is of unfailing interest to every housekeeper and hostess. It keeps the whole family interested in Lanka Tea, while its wonderful quality proves itself in every new way of using.

All you need is a stock of Lanka on your shelves—ready to provide your trade with the best the world produces at the popular price of 75 cents a pound.

WM. BRAID & CO., Importers, Teas, Coffees and Spices
Vancouver, B. C.

Special Agents
S. H. Moore & Company
704 Excelsior Life Bldg., Toronto

WAGSTAFFE'S

New Season's Seville Oranges justarrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.

This 4 Pound Pail makes the most economical and profitable sale

There's a larger profit for you and a greater saving for your customers if you sell them E.D.S. Brand Jams, Marmalades, etc., in four-pound pails.

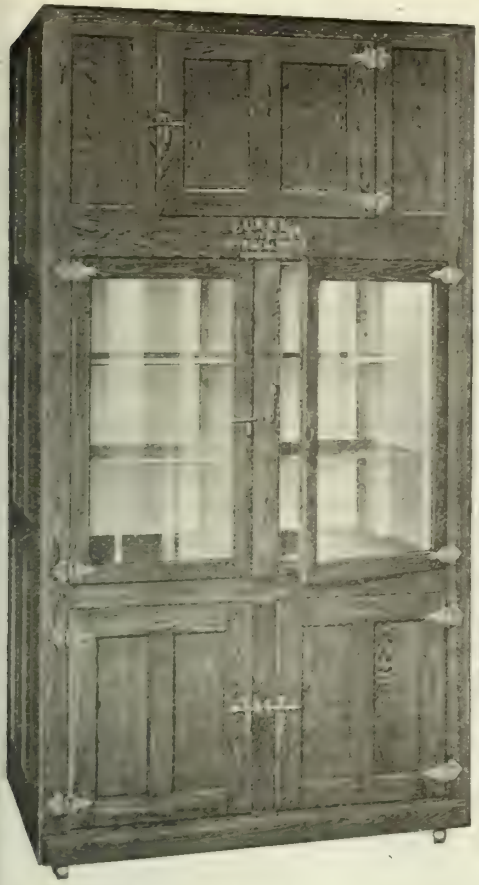
The consumer always receives in E.D.S. goods, products made from only choice, sound fruit and pure granulated sugar.

E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

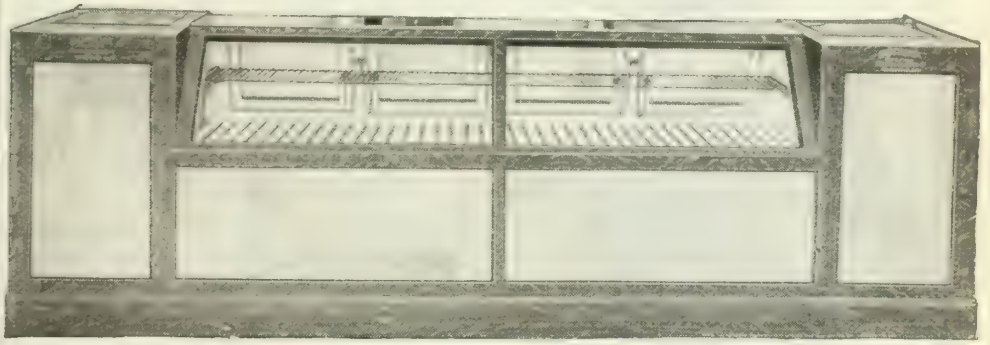


Models 14A and 15A

YOU have a Duty to Perform!

Your customers look to you to keep your perishable foodstuffs in the best manner possible and displayed so conveniently that they (your customers), can readily see just what they want without having to rack their brains wondering "what was it I wanted." Just think of the added efficiency you can get out of your store under these conditions.

What you need is a Eureka Patented Freezer Counter Case or one of our famous Eureka Grocers' Refrigerators.



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths

Write us for free illustrated literature, We maintain a high class of refrigeration experts for your benefit. Why not submit a few questions.

EUREKA REFRIGERATION CO., LIMITED

Head Offices and Factories, OWEN SOUND, ONT.

Meet me and give me welcome; I fill a need of your customers. I have all the merit contained in Oat foods and also the time-saving quality of a ready-to-eat food.

Campers will be delighted with me—Every summer cottage will want me in the pantry.

My merits are being widely announced in the Women's Magazines. My name is

Two Minute Oat Food

I come in cases of 24 packages and am made at the greatest of all mills by

The Quaker Oats Company

Peterborough, Canada

ELKHORN CHEESE
IN TINS — 8 VARIETIES

A Cheese that will keep without ice—guaranteed indefinitely in any season or climate. Free from the dust and dirt of marketing abuses.

MR. DEALER—Now is the time to display Elkhorn Cheese in Tins on your counter and in your windows. Steady sale every month of the year. Sure profit—quick turnover. Write for samples and full information.

8 Varieites
Kraft
Pimento
Chile
Rarebit
Roquefort
Camembert
Limburger
Swiss

Sales Representatives

Wm. H. Dunn, Ltd., - 180 St. Paul St., Montreal
Dunn-Hortop, Ltd. - - Board of Trade Bldg., Toronto
J. A. Tilton - - - - - - St. John, N.B.
Pyke Bros. - - - - Halifax and Sydney, N.S.
Buchanan & Ahern - - - - - Quebec, Que.
Richardson, Green Ltd. - - - Winnipeg, Man.
Oppenheimer Bros. - - - - - Vancouver

Manufactured by

J. L. KRAFT & BROS. CO.

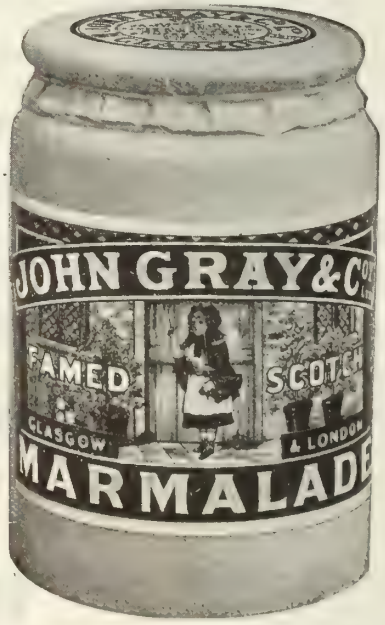
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER

HOPS

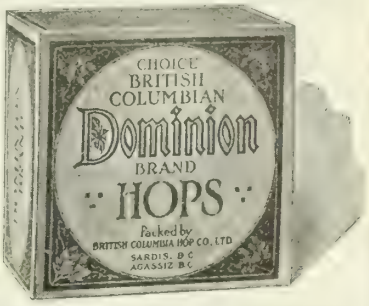
In Quarter and Half Pound Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street San Francisco, California.



Largest Hop Growers in Canada

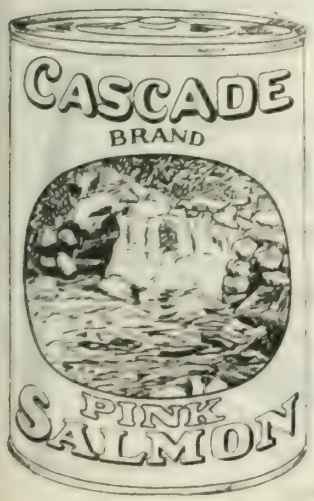
Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



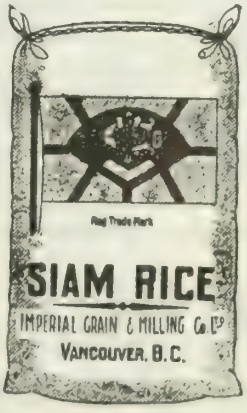
Pounds and Half Pounds

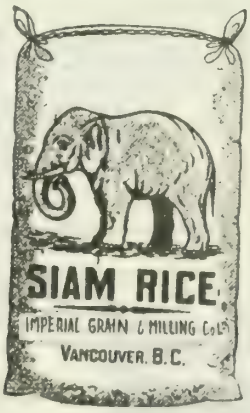
British Columbia Packers' Association

Vancouver, B.C.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

EVERY MORSEL EDIBLE AND DELICIOUS

A Customer does not begrudge the money necessary to properly prepare food for her table.

Albatross Pilchards Are Worth Their Price

Clayoquot Sound Canning Co., Ltd
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."

Mr. Grocer—It invariably works out like this.

Made in Vancouver

Made in Regina

It's Only a Matter of a Few Hours

from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

WALLACE FISHERIES LIMITED
VANCOUVER

"PINK ROSE"
BRAND
Canned Salmon

Is the best combination of Quality and Value to be found in the Grocery Store. Figure it out yourself. It is cooked in ½-lb. and 1-lb. tins.

READY FOR EATING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference Merchants Bank of Canada, Vancouver, BC.

ALBERTA

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

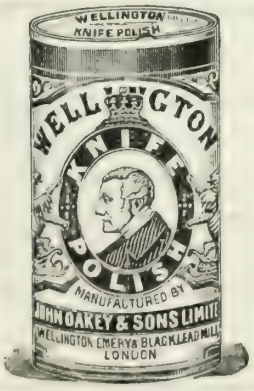
The Advertisers would like to know where you saw their advertisements—tell them.

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturer's Agent
Head Office : REGINA, Sask.
SALES CONNECTIONS IN ALL THE LARGE CENTRES OF CANADA AND THE STATES. Specializing in carlots Butter (Creamery and Dairy), Eggs, Potatoes, Poultry, etc., etc.
WE ARE IN DAILY TELEGRAPHIC TOUCH WITH ALL THE MARKETS. LET US SERVE YOU. WE GUARANTEE EVERYTHING WE SELL

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for **MOIR'S** Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg Calgary, Alberta

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne

WINNIPEG Estab. 1899

Say you saw it in Canadian Grocer, it will identify you.

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of canada whose announcements appear on this page.

ONTARIO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. West,
TORONTO and OTTAWA

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front St. West
TORONTO CANADA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

MANUFACTURERS
We are desirous of obtaining the Selling Agency of a line of Grocers Specialties for Toronto and Eastern Ontario.
We cover both wholesale and retail trade.
CHADWICK & CO., Commission Brokers
34 Duke St., Toronto

Because of the correct methods used in the preparing of

Marsh's Grape Juice

you will find that it will keep its clear, bright appearance, and not grow cloudy with a sediment deposit in the bottom of the bottle.

Don't hesitate to buy it in quantities — the last case you open will be in as good condition as the first.

The Marsh Grape Juice Company
NIAGARA FALLS, - ONT.
Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

"The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

Price is $10.50
Sole Agents for Canada

MacLean Publishing Co., Limited
143-153 University Ave., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

AGENCIES WANTED
Our representatives cover the Island of Cape Breton at regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
Wholesale Commission Merchants and Manufacturers' Agents
SYDNEY, N.S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST. QUEBEC

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

TURKISH DELIGHT
HAREM BRAND
The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.
Mail us your order.
DOMINION SALES COMPANY
General Sales Agents
ROOM 412, BIRKS BLDG. MONTREAL, QUE.

Malt Extract
The New Preparation for Making Beer
Easily made, and selling in many Grocery Stores, no Dealer's License is required.
We require representatives in every Province in Canada. Good proposition. Big sales.
CANADIAN MALT EXTRACT CO., REG'D
298 St. Urbain St., Montreal

All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

"Let's Clean House"

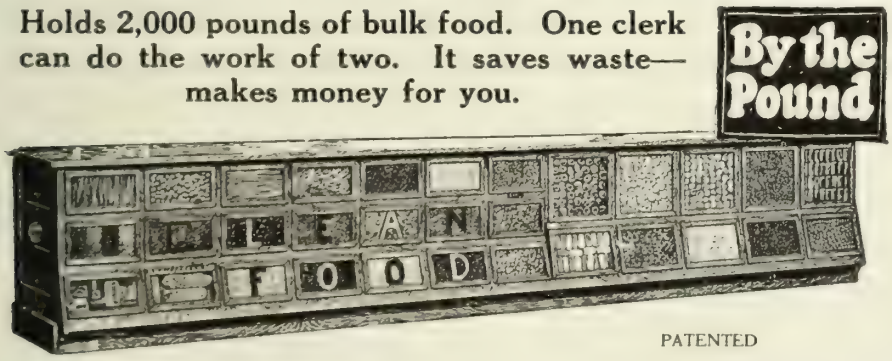
JUST as every good housewife gets busy with her "enemies of dirt" when spring comes, so every good merchant has a thorough store-cleaning at least once a year, when the store takes on a fresh, attractive appearance that is good for the store and for the customers. There is no way to estimate in dollars and cents the advantage of a clean store and clean stock.

To Assure Clean, Well Kept Stock
To Insure Increasing Sales and Profits

Make your Spring house-cleaning a notable event, by installing in your store—a

Sherer Sanitary Grocery Counter

Holds 2,000 pounds of bulk food. One clerk can do the work of two. It saves waste—makes money for you.



PATENTED

Nearly 70,000 of these counters now in use all over America and Canada in stores big and little.

IF you don't know this counter and haven't seen it, you should lose no time in finding out about it. It will pay for itself day by day. You need it. All users wonder how they ever got along without it. We take all the risk. Write us to-day! Now! We will explain the plan and tell you all about it.

Sherer-Gillett Company
GUELPH, ONT.

Send Us the Coupon with Your Name!

To Make More Money

Sell by the Pound

Sherer-Gillett Co., Dept. 57
Guelph, Ont.

Send us particulars and terms.

Name _____

Town _____

Province _____

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

Want More?
You Bet He Does!

You will never fill him up—but you can watch him growing daily in health and vigor when you give him plenty of

Wantmore

PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also "Wantmore" Salted Peanuts

R. L. FOWLER COMPANY LIMITED

CALGARY SASKATOON REGINA

Send for our free electros, similar to the above cut, to be used in your local advertising. Just mail us a postal card and we will gladly send them.

Good profits plus rapid turnovers

Fowler advertising is constantly creating goodwill towards Fowler Products. **Over two million readers of Canadian Dailies and Farm Magazines** are being told just why "Wantmore Peanut Butter" is "The Best Spread for Bread" and the best buy in the peanut butter market.

The effect of this extensive campaign, coupled with the supreme quality and flavor of this dependable line, is making itself evident with Canadian grocers in the shape of larger sales, increased profits and rapid turnovers.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

Quick, Sure and Often

that's the way profits must come to make "real money." The slow-sellers that were bought to show a "big" profit soon eat that up in interest and in rent for the space they occupy so long on the shelf—Presently, even the imaginary profit has vanished and they become a charge. Then perhaps you try to send them back for your good money again —but you find it can't be done

DON'T BE MISLED

The only Tea that you can play safe with, turnover the quickest and that will give the greatest satisfaction to all concerned is

"SALADA"

Selling Idea No. 2

APROL

Arrange a nice display in the center of your store

W. J. BUSH CITRUS PRODUCTS CO. Inc.
NATIONAL CITY, CALIFORNIA, MONTREAL, TORONTO

A Profitable Five Cent Line for Your Confectionery Dept.

Kerr's
Butter Scotch

—a delicious confection made from the purest of ingredients and packaged in a handy, attractive carton.

You'll find it a good steady seller offering a worth while profit margin. At all wholesalers and confectioners.

Kerr Bros.
Toronto, Ontario

Agents:

F. D. Cockburn Co., Winnipeg. David Brown, 167 Cordova St. W., Vancouver, B.C. Stevens & Co., St. Nicholas St., Montreal

Made to Maintain their Reputation

A MERCHANT is known by the quality of goods he sells—a manufacturer by the quality of goods he makes. The enviable reputation of the Shirriff products is the natural outcome of their high quality and skilful preparation. The Shirriff products are made to uphold their own good name, as well as yours. The three featured are steady, all-year sellers and sure repeaters. Quick sales and substantial profits make them a profitable line to handle.

SHIRRIFF'S
MARMALADE

a delicious preserve — made from selected Seville oranges and pure cane sugar. Our large national advertising campaign during 1920 will keep this brand constantly in the public eye. A sure, quick seller with all classes of trade.

SHIRRIFF'S
JELLY POWDERS

are made in all the popular varieties. Their fresh-fruit flavors make them favorites e v e r y w here. After a single trial most purchasers specify "Shirriff's." It is time now to stock up for the warm weather demand.

SHIRRIFF'S
TRUE VANILLA

is extracted from the real Mexican Vanilla bean. Its fine, rich flavor insures its popularity with those who appreciate quality flavorings. You will find it profitable to carry a complete line of the Shirriff Extracts.

IMPERIAL EXTRACT COMPANY

TORONTO - ONTARIO

Selling Agents for Canada: Harold F. Ritchie & Co. Ltd., Toronto and Montreal

Shirriff's

Losing Trade to Pedlers?

YOU know some of your customers buy their tea from the pedler. Perhaps if you made a list you would be surprised to find out how much tea trade you are losing.

You might see it would be worth making a strong effort to regain this trade.

Red Rose will help you. It is a tea that the pedler does not sell and cannot match.

Your bulk tea and the pedler's bulk tea look the same to the housewife.

But Red Rose is different. It is a "distinctive" tea—blended by experts — trade-marked — packaged—advertised.

Red Rose will win and hold trade for you.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary

MESSRS. GRIMBLE & CO., LTD.

Invite Your Enquiries For a Supply of

MALT VINEGAR

IN BULK OR BOTTLE.

Letters should be sent to

THE VINEGAR BREWERY
CUMBERLAND MARKET
LONDON, N.W. 1, ENGLAND

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

"Keen's" Oxford Blue sells all the year round, but every spring the enquiry is greatly increased.

There's greater satisfaction selling "quality" products like

Keen's Oxford Blue

Every time you sell this line you can stake your reputation on its peerless quality and feel absolutely certain that it will win goodwill and give complete satisfaction.

Better look over your stock and see that you have plenty for the spring housecleaning demand.

Canadian Agents:

Magor, Son & Co., Limited

191 St. Paul Street, Montreal
Toronto Branch: 30 CHURCH STREET

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

The Line of Least Resistance

It is easier to sell a well-advertised article than one not advertised.

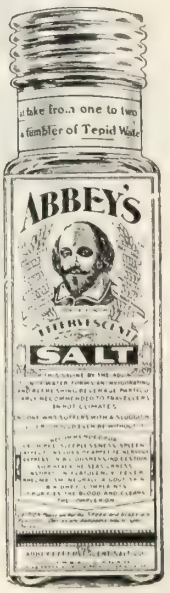
Abbey's Salt is advertised in newspapers, on the billboards and in the street cars.

It is easier to sell a well-known article than one which must be "pushed."

Abbey's Salt has been the favorite family saline for more than a quarter of a century.

It is easier to sell an article of recognized quality than one of unknown value.

Abbey's Salt is regularly prescribed by physicians and recommended by druggists.



The Abbey Effervescent Salt Company, Montreal

CANADIAN GROCER

VOL. XXXIV TORONTO, APRIL 23, 1920 No. 17

"We Consider Mail Order Houses the Fairest Competition We Have"

George R. Bradley, of R. P. Bradley & Sons, St. Catharines, Ont., Does Not Look Upon Them as a Menace—The Bradley Firm Recently Celebrated 21 Years in Business

CELEBRATING their coming of age year recently, R. P. Bradley and Sons, St. Paul Street, St. Catharines, Ont., and Niagara Falls, Ont., have seen their grocery business grow from a very small beginning to the present prosperous concern that it now is. Three stores comprise the Bradley business. Two are situated on St. Paul Street, St. Catharines, and one in Niagara Falls, Ont. While the name of R. P. Bradley, father of George R. and A. E. Bradley, is associated in the firm name, he has had very little to do with the success of the concern. Lending his name to the business at its start, because of the youthful years of his son, George R. Bradley, he has been more or less associated in a nominal way with the store, but the real success of the business has been due to the enterprise and enthusiasm of his son.

Had Little Experience

When George R. Bradley first entered the grocery field in St. Catharines, on February 15, 1899, he had a minimum of grocery experience, but an abundance of determination and ideas, to make it a success. The fact that he has prospered and grown, through the period of twenty-one years, is due to the perseverance and enthusiasm that he has thrown into his business. At the commencement he was told that there was no room for another grocer, that his term in business would be shortlived, and generally he was making a very big mistake. He was met with the refusal of certain firms to give him goods, and he could not get the discounts from wholesalers. His initial capital was only $150, but to-day, in his three stores, he is turning over more than a quarter of a million dollars annually, and the business has gone ahead in leaps and bounds. Mr. Bradley has never failed to introduce methods into his stores that make for the betterment and progress of his business. He has been a constant advertiser in the daily paper of his town since the first day he opened, and the St. Catharines and Niagara Falls papers never appear without the advertisement of R. P. Bradley and Sons. This firm is the third largest retail advertiser in the City of St. Catharines, and much of the success of the concern is attributed to the fact that the Bradleys have gained the confidence of the public through their advertisements. The stores have been run on both a credit and cash basis from the first, and a special feature has been made of service. R. P. Bradley and Sons were the first to introduce in their town systematic delivery, giving the people four deliveries a day, and the adjoining towns of Merritton and Thorold one delivery each week. "We have met unfair competition by giving values of our own," Mr. George Bradley remarked to CANADIAN GROCER on the occasion of a recent visit.

Exact Cost Each Month

"We have a system in our stores of telling us the exact cost of doing business, every month," he continued. Each year on January first, we take an inventory, and find the actual results of the past year. We go carefully over them, and gauge our plans for the coming year accordingly. We have daily cash reports submitted from each store, and from them a monthly report is made out by a disinterested accountant, who keeps a running audit of our books throughout the year. Last year, we were able to keep our cost of doing business down to a minimum, and lower than what is actually considered a necessary percentage to carry on business by the average grocer. We have always made the practice of returning the money to a customer if not satisfied, and we do not consider the mail order houses a menace to our business. They are the fairest competition we have, as they publish prices the same as we do. We endeavor to meet their competition. We believe in quantity buying and a close price, in

Knows the Cost of Doing Business Each Month, With Present System

"We have a system in our stores of telling us the exact cost of doing business every month. Each year on January first, we take an inventory, and find the actual results of the past year. We go carefully over them, and gauge our plans for the coming year accordingly. We have daily cash reports submitted from each store, and from them a monthly report is made out by a disinterested accountant, who keeps a running audit of our books throughout the year. Last year we were able to keep our cost of doing business down to a minimum, and lower than what is actually con- business every month. Each year, on January first, we take an inventory We believe in quantity buying, and a close price, in order to turn over the goods quickly."—George R. Bradley.

order to turn over the goods quickly."

The Branch Stores

The Bradley firm opened their store at Niagara Falls, Ont., in September, 1905, and in 1907 a branch was opened at Chatham, Ont., which was dispersed of in 1915. The second store, on St. Paul Street, St. Catharines, was opened in August, 1918. In 1913, A. E. Bradley entered the firm, and has since been associated with it. But in spite of business, both Major George R. Bradley, senior member of the concern, and Capt. A. E. Bradley found time to serve their country in the great war. From the first declaration of hostilities, Major Bradley served in the militia. At the outbreak he did guard duty for some time on the Welland Canal. In 1915, he was made second in command of the 81st C.E.F. battalion, and was given special mention for his services in England, during a period of three and a half years. Capt. A. E. Bradley served from 1917 to 1919 in the Forestry battalion. Returning from overseas they once more directed their energies to the promotion of their business, and last year witnessed the largest turnover in the history of the firm.

The Bradley stores employ a staff of twenty-five, and every effort is made to give the best possible service. Throughout the year, the Wednesday half holiday is observed, and the stores close Saturday nights at 9.30.

Computing Margins on the Sale Price: Henry Johnson, Jr., Visits Toronto Grocers

Paul Findlay, of Los Angeles, Cal., as He is Known in Private Life, Talks to Grocers' Section of R.M.A. on the Secrets of Successful Merchandising

(Staff Correspondent Canadian Grocer)

TORONTO, April 23.—The secrets of successful retailing were shown in "white-on-black" figures last night by Paul Findlay (Henry Johnson Jr.), retail merchandiser of the California Fruit Growers' Exchange, who spoke to a most attentive audience in the rooms of the Retail Merchants' Association, 2 College St., for nearly two hours with a talk replete with facts and statistics on the distribution of foods, particularly fruits and vegetables. He illustrated his figures by a blackboard demonstration. The meeting was under the auspices of the Grocers' Section of the R. M. A.

Himself a graduate grocer of over 36 years' practical experience, Mr. Findlay believes in opening up the machinery of production and wholesale and retail distribution, so that all may see the inside works. "Retailers and their customers will understand each other much better if the customer can be introduced to some of the difficulties and perplexities of the retailer," he declares. He cast a side light on one phase of the grocer's problems when he showed that the average net profit is only about 3 per cent. "Thus, when a customer pays you $40 for her month's bill of groceries," said Findlay, "she is uncertain just what you get. Back in her head she thinks you get $40 but your share really is $1.20, actual net profit on the average. If you are a king-row merchant you may get 5 per cent. net, or $2.00 net earnings on that bill."

Compute Margins on Sale Price

He showed how to compute margins correctly on the sale price, not on cost of the merchandise, because all expenses of the business are spread over the volume of sales. He gave an extended blackboard demonstration of the correct method. He showed that by this method it is impossible to make 100 per cent. He said that "well bought-is-half-sold" is a

HENRY JOHNSON JR.

pernicious maxim because it tends to fix the merchant's mind on buying, whereas the grocer should think of selling; if he is an efficient seller, buying will take care of itself. He showed particularly that short buying was the only safe method to apply to the fruit business.

Selling Oranges and Lemons

One of Mr. Findlay's most striking demonstrations related to the surprising potentialities of rapid turn-over in handling oranges and lemons. "Working on the normal margin of 25 per cent. and selling the stock out each week," said Findlay, "you make a clear profit of 5 per cent. That amounts to nearly 350 per cent. on your invested capital each year. Yet the consumer is thus served with merchandise plus tangible expensive service which together costs you 95 cents for every dollar you take in. This shows just why the retail grocer survives He performs a service so valuable for so modest a return that no more economical agent of distribution has been discovered nor is it likely that any cheaper medium will be found." He dwelt at considerable length on the display value of oranges and lemons, which by scientific investigation have been shown to be more pleasing to the average person than any other natural colors. The fact that reflection on the glass does not distort the vision as badly when the window is dressed with the yellow fruits as with those of darker tones is another great advantage.

Specialize in Fine Food Products

He urged the grocer to specialize continually on one fine food product after another, thus building up trade in the better grade of foods and attracting discriminating customers. He declared that the only merchants who succeed in any line of business are those who bring out their own individuality through specializing. But he also showed that no store in the world is too "high-brow" to derive great benefit from special sales—provided the merchandise is worthy. "It never pays to feature inferior goods," he concluded with emphasis.

Increasing Sales of Lemons

A most interesting feature of the talk was Mr. Findlay's account of conditions which favor the increased sale and consumption of lemons. "There exists a strange superstition," he said, "that lemons will sell just as freely at, say, 3 for 10 cents, as at any other figure. But my experience and investigation shows that lemons will go into consumption many times as fast as now if you will follow the wholesale market down as immediately as you now follow it up. It has been shown time and again that if lemons are priced at 19, 23, 25 and 29 cents the dozen, housewives buy dozens. When they are 3 for 10 cents, they buy 3.

"Another point is that when a woman has a dozen lemons, she 'makes lemon pies,' as one dealer reported to me, and

finds many ways to use them. If she has only three she won't even use them. Sell lemons by the dozen. Sell them out each week and buy again. Thus will your customer 'make lemon pies.' Their husbands will like the pies and demand more. Then more will go into consumption. You will make more money and your customers will be better off because of this increased use of healthful food.

"Do not forget, also, that lemons which formerly went over the bar in immense quantities in the form of mixed drinks, are going over the grocer's counter in future to the women if he will merchandise lemons intelligently. If he fails in this, the fruit specialist will not fail, and the grocer will lose another opportunity to retain a valuable line of merchandise in his store." Mr. Findlay's talk was full of snappy anecdotes, bright facts and illustrations which the audience appreciated keenly and which served to bring out the more serious arguments very graphically. These included a demonstration that it is not good business to buy in excess of current needs, no matter what the prospects of advances in costs may be.

"Buy only as and when you need the goods," concluded Findlay. "Make this a fixed rule, especially as applied to perishables: Sell out each week. Make a moderate margin—just enough to pay expenses and a fair profit. Above all specialize and merchandise, and you will be successful."

To Address Ottawa Grocers

Henry Johnson Jr. (Paul Findlay), left Toronto this (Friday) morning for Ottawa, where he will speak to the Ottawa grocers to-night on problems of cost and selling price, etc.

MUST USE MORE PINK SALMON

T. Stewart Brand, manager of the salmon department of Dodwell & Co., Ltd., Vancouver, has been a visitor at Toronto and Montreal, during the past week, on a business trip. Mr. Brand says that it is very difficult to gauge in advance the salmon pack this year, so that it is very problematical just what amount of salmon there will be for distribution. Formerly, the salmon packers could expect a heavy run once every four years, but this is not the case any longer as the Fraser River has gone back on them.

Speaking of the relative qualities of sockeye and pink salmon, Mr. Brand stated that sooner or later the world's markets would have to take the pink salmon more seriously, as the production of sockeye was dropping off.

"At any rate," he said, "there is no difference as far as food value of the two varieties is concerned, the only difference being in the color and oil. Sockeye is more oily and rich, and on this account pink salmon is more easily digested. The caroe salmon is a good freezing salmon, so that not so much of it is canned. Chum salmon is also a good variety with high food value."

Mr. Brand is returning to the West by way of Winnipeg. He called with Newton A. Hill, Eastern representative of

Should Sell Substitutes for Potatoes

A Splendid Opportunity for Grocers to Take Advantage of the Housewives' Endeavor to Force Down the Price of Potatoes—Window Displays and Suggestions Will Help

POTATOES have now reached the highest prices on record, and in consequence housekeepers in all sections of the Dominion are banding together for the purpose of discontinuing the use of potatoes for a certain period in order to force down the cost of this commodity. Other foods, therefore, must take the place of potatoes on the daily menu, foods that contain the same food value and the same bone and muscle-building properties as the potato, and the cost of these substitutes must not be as great, and, if possible should be even less than the potato.

There are many articles in a grocery store that the merchant could suggest to his customers that will readily take the place of potatoes and at the same time bring extra business to the store that takes advantage of this fact. We all know the food value of rice, but how many have ever served rice plain boiled in place of potatoes. It is excellent with any kind of meat, particularly with gravy. Try it, Mr. Merchant, and then suggest it to your customers. Macaroni is another splendid substitute. In fact macaroni is a complete meal, taking the place of both meat and vegetables.

Other substitutes that could be suggested are, beans of all varieties, dried marrowfat peas, canned and fresh vegetables to be cooked plain or used as a salad, artichokes and salsify. Pancakes served with bacon and eggs is also to be recommended. Another good substitute is hominy. The method of preparing in place of potatoes is to cook the hominy like porridge, and when cold slice and fry with chops or steak.

A window display of these substitutes, with a card placed in a prominent place in the window, would create a great deal of interest and incidentally increase business.

ABOUT THAT OPEN BACK DOOR; A THIEF MAKING A BIG GETAWAY

Written by a Montreal Grocer

Every back door, unless properly guarded, is a thief, and will steal more profit from a grocer than he is aware of. How often have you seen goods disappear through the back door, and had no money in the cash register to report the sale? It is a very easy matter for someone to take advantage of the grocer's busy time to step in at the back door, take a ham, or anything usually kept in the warehouse, and get away with it. You have seen this, Mr. Grocer, but what are you doing to avoid this loss, which, by the way, may part you from $100 in a very short time? Even a dog or a cat will slip in unnoticed and make away with a chicken or a piece of meat. Then there is the small boy who takes a few apples in his pocket.

Slam the open back door and have the boy arrested. He is responsible for hundreds of dollars of food being stolen. We think if this criminal was brought before the judge and jury, the open back door would be ordered closed. Thus the grocer would have at least one big thief put out of the way, and the profits that rightly belong to him will go through the cash register instead of the old back door.

When you come to your stock-taking time and you think you have had a wonderful trade during the past year, you say in your own mind, "I have had a nice net profit to put away for a rainy day." In fact, you can see yourself buying a beautiful new car. But wait until you get through stock-taking.

The accountant returns you the figures. "Is that all the net profit you have for my year's work?" you ask.

"That is what your books show," the accountant replies.

"Why, there is certainly something wrong," you maintain. "You have made a big mistake with my books. Think of the big business we have had."

But the figures are correct, and there is no more net profit than the accountant shows.

Mr. Grocer, your lesson is this: Look around you for the leaks. Watch for any waste, and above all keep the back door closed.

Law in Respect to Canned Goods is Amended

Canners State That It Should Now be Sufficient to Protect the Public—Producers of Canned Foodstuffs Must State on Label Names of Filler and Other Particulars

AN ACT to amend the Inspection and Sale Act is now before the House of Commons. This Act is to compel manufacturers and producers of foodstuffs to state on the label or otherwise indicate on the outside of the can, bottle or other container the "initials of the Christian names and the surnames at full length, of the filler or person for whom such container is filled, or, where such container is filled by or for a co-partnership or incorporated company, with the firm name of such co-partnership or with the corporate name of such company, and also with the address of the place of business of such person, co-partnership or company"; and also "that the name of the article or articles of food or other commodities in such container, and the net weight in Dominion standard avoirdupois weight, or the measure in Dominion standard capacity measure, or the numerical count of such food or other commodity."

Favors Unscrupulous Canner

In an interview with CANADIAN GROCER, Frank Sheridan, of the Canadian Canners Ltd., stated that the enactment of this Act in face of the law in regard to canning that is already in force would, in his opinion, just play into the hands of the unscrupulous canner—if there is such a person.

For instance, take a can of raspberries, the Act now reads that a No. 2 can must contain a minimum of 21 ounces net weight, composed of not less than 12 ounces of solids and the balance 9 ounces of syrup of the degree of density specified under the meaning of heavy or light syrup.

"Now, under the amendment," he asked, "what is to prevent the dishonest party from filling cans with a greater portion of water so long as the weight is there and it so states on the label. The new Act does not say anything about the amount of solid fruit or vegetables the can must contain. All it says is there and it so states on the label? Furthermore," continued Mr. Sheridan, "in regard to the labels, the law as it now stands is very strict. Although the name of the filler does not in every case appear on the label, the name of the association for whom the can is filled does appear, and they are held responsible for the contents and also the name of the factory, and the inspection number of the factory must be stencilled on the case. In regard to canned peas, for instance, canned peas are known to the public and the trade generally as, extra fine sifted, sweet wrinkle, early June and standard, but the canning fraternity only knows peas as two kinds, extra sifted and standard, and in consequence some canners were putting up standard peas and labelling early June, so the Government stepped in and said that peas must be graded according to size. Size 1, which is called extra fine sifted, must pass through sieves with an opening of 9-32 of an inch; size 2 through an opening of 10-32 in.; size 3 11-32 in.; size 4 12-32 in.

Computations for Canners

"The Government will allow us to use the words 'sweet wrinkle' and 'early June' providing the words 'trade name' also appears beneath, and we must put the size of the peas also in a prominent place on the label. To explain how strict the Act is in regard to labels, The Canadian Canners Ltd. control the output of many factories and therefore many brands. All labels, before being put on the cans, must be submitted to the Veterinary-General's Department for approval; and here's another point, if the label for a certain brand is approved by the Department for use in a certain factory and we decide that we will also use it in another factory, then that label will again have to be submitted to the Department for approval before it can be used in another factory, also canned goods must not be removed from one factory to another even in our own conveyances without the approved labels."

W. H. Millman, of W. H. Millman & Co., brokers, who represent several canning factories, stated that he hadn't given the matter much thought as he felt that the amendment would be squashed, as "the law, as it now stands, is sufficient to protect the people."

Opposed to Tax on Turnover

Ottawa and Perth, Ont., Merchants Think It an Injustice to the Grocer on Account of Small Net Profit

CANADIAN GROCER has received the following letter from an Ottawa subscriber in regard to the suggested tax on sales:

"We are subscribers to CANADIAN GROCER and have been in the grocery business for many years. We enclose a clipping from Toronto 'Saturday Night' and would be pleased to have your opinion on the correctness of the figures shown on the clipping. Do you consider it a fair deal to ask grocers to pay a 1 per cent. turnover tax? Our experience and our yearly statement for the past three years are almost identical with the showing of the Perth grocer. Our business turnover is many times larger but the percentage of net profits is the same.

"Dry goods, boots and shoes, and hardware merchants make about three times the profits on their turnover that grocers do. Is it a fair deal to the grocer that we are to be classed the same?"

The letter in "Saturday Night" referred to was as follows:

Perth, Ontario.

Financial Editor:—

An article in the "Saturday Night" gives some reasons in favor of the proposed tax on turnover. There are some reasons why such a tax is unfair that I feel sure you have not considered or you would not write in favor of such a tax. In fact I feel sure "Saturday Night" would be the first to protest against a "business profits" tax of 20 to 33 per cent. on a net income of less than a thousand dollars, or an income tax that would mean 9 to 12 per cent. on personal income of about $1,200 to $1,500. Yet this is what a tax on turnover would be to the average retail grocer.

In the retail grocery business we make our profit by quick turnover rather than by long profits on each item. A tax of say 1 per cent. (which would be paid perhaps once in a luxury line—like jewelry with one turnover of stock a year) would be paid about 7 times in our business with a turnover seven times a year.

The average net profit in retail grocery business is from 3 to 5 per cent. A 1 per cent. on turnover would mean taking 20 to 33 per cent. of net profits.

We would not pass on the tax. Our average sale is about 40 cents. Many sales are 1 cent, 5 cents, 13 cents, etc. A turnover tax could not be added to the average sale like it could be by a wholesale house or by a retailer of goods which run into dollars quickly.

Lines like sugar, bread, butter, eggs, etc., we are now handling at a loss if cost of doing business is figured. On sugar, for example, we today make 5½ per cent. gross. It costs about 15 per cent. to do business.

A 1 per cent. on turnover in our case would be equal to putting an income tax of from 9 per cent. to 12 per cent. on personal income of less than $2,000. To make this plain we will give some figures showing how such a tax would have worked out the past three years. The profits shown include the weekly wage withdrawn by the two partners in the business. All goods taken from store are paid for by partner with cash, the same as if he had no interest in the business.

Year	Turnover	Profits	1% on Turnover	Equals Personal Income Tax of
1917	$23,528.05	$2,374.92	$235.28	10.0%
1918	26,501.31	2,851.98	265.01	9.3%
1919	33,521.37	3,163.34	335.21	10.6%

Large stores who can buy direct from manufacturers would have an extra 1 per cent. advantage over the man who must buy from a wholesale dealer.

I hope "Saturday Night" will use its influence against this proposed tax rather than in favor of it, for the reasons given above.

F.S.

CANADIAN GROCER would be glad to have the views of others on this question.

Is Collective Buying the Answer to the Growing Chain Store Problem?

Amazing Recent Expansion of Chains Brings Problem to the Front Again—Rapid Development in Chain Store Situation in Almost Any Town of a Fair Size

(From Printers' Ink)

A DAILY newspaper published in Evanston, a suburb of Chicago—the place President Hough, of Northwestern University, told a London reporter was the intellectual capital of Chicago—had a first page story the other day headed "Local Retailers Condemn the Chain Store."

The article contained interviews with a number of local retailers, mostly grocers, attacking such concerns as the Atlantic & Pacific Tea Co., the Piggly-Wiggly stores, the National Tea Co., Woolworth, and the Federal Bakeries, as forming a menace to Evanston in that they were foreign corporations. "What interest has Woolworth or any of these grocery chains in this town other than exploiting it for all the money they can get out of it?" asked one retailer.

This is the same old familiar argument that in almost any town in this country you can hear against Sears-Roebuck, Montgomery Ward, the National Cloak and Suit Co., and other retail mail-order concerns.

The very same day that the Evanston retailers were so busy "condemning" the chain store there was made public an announcement to the effect that John R. Thompson, the Chicago restaurant king, had established five cash-and-carry grocery stores in Chicago and expected soon to have a thousand in operation in Chicago and its suburbs. At about the same time the Piggly-Wiggly people announced prospective openings in a number of suburban locations, the Atlantic & Pacific and the National Tea stores kept right on dragging in the people.

It was very apparent that the Evanston retailers had plenty to condemn. Evanston is mentioned only because the thing that is going on here is typical of the developments in the chain store situation that are rapidly coming to pass in practically every town of any size in the United States.

Manufacturers and jobbers for twenty years have been studying the retail mail-order problem with the object of helping the retailers meet it. Mail-order competition has been the inspiration—if you want to call it that—behind a great part of the service helps and the selling co-operation given the retailer. This anti-mail-order merchandising, although some of it has been ill-advised, was inspired by the soundest of business considerations. For nobody knows better than the local retailer how much Sears, Ward and the others have cut in on his business.

The chain store is a thousand times more menacing to the retailer of this country than retail mail-order ever was or ever can be. Let mail-order develop to the absolute ultimate limit, let it squeeze out the last drop of business that its wonderful advertising, its good merchandise and its low prices can bring. Even then it will be getting only a fractional part of the country's retail business. People will continue buying the bulk of their requirements at retail stores because, as "Printers' Ink" has said time and again, this is the only natural and logical way to buy. A thing that is overlooked in quarters both high and low is that the mail-order houses have to fight tooth and nail for the business they get. No matter how forceful may be their advertising or how favorable may be their prices they are confronted by the ever-present fact that mail-order buying from the standpoint of the average consumer is a consummate nuisance. If the independent retailer is anything like on the job, he can hold his own against mail-order in very fair fashion.

The growth of the great chain-store systems in this country since the end of the war has been amazing. Almost every week brings the announcement that some new huge aggregation of capital has entered the field. As a reminder to our readers of the financial strength that is lodged in the chains, we append the authorized capital of just a few of the established systems. The figures show preferred and common stocks combined.

United Cigar Stores	$65,000,000
F. W. Woolworth Co.	62,500,000
J. C. Penney Company	15,000,000
Great Atlantic & Pacific Tea Co. (common, 250,000 shares)	12,500,000
S. S. Kresge Co.	12,000,000
American Stores Company (common, 150,000 shares)	9,000,000
J. G. McGrory Co.	6,250,000
Louis K. Liggett Company	6,753,000
Acker, Merrall & Condit	5,000,000

But the capital does not always fairly represent the real size of these systems. The number of stores is sometimes a better index to their strength. The Great Atlantic & Pacific Tea Co. has 4,159 stores; United Cigars, 1,100; Woolworth, 1,080; American Stores about 1,100, etc.

The chain store has no such handicap. It is sending chills up and down the independent retailer's back to-day because it is fighting him, not with a catalogue, but with a store—a store that is, in most cases, better kept than that of the independent, a store that observes religiously the rules of good merchandising that the manufacturer and the jobber have been striving to get the independent retailer to adopt—and that, most important of all, gives the unanswerable advantage of price.

Price, after all, is the thing that does the trick. The chain store can camp right alongside an independent retailer, undersell him on standard goods and make money, whereas the same prices, with no change in buying and operating conditions, would drive the independent into the waiting arms of the sheriff.

Centralized buying is generally ascribed as the thing that gives the chain store its power in this direction. But this is so only in part. Efficient, economical operation has fully as much to do with it. If this were not true, the fight of the independent retailer against the chains would be well nigh hopeless.

As it is, the independent retailer—and this, of course, includes the jobber—can survive and prosper if he will pay the price. This has been demonstrated in the contest of the independent variety store against Woolworth, Kresge and the other chains in that line. Time was when the variety retailer would think his death knell had been sounded with the coming of Woolworth or Kresge to his town. The variety man knows to-day that the coming of Woolworth or Kresge, far from being an unmixed evil, can even mean enlarged opportunity for him. Woolworth's advertising and selling methods increase the demand for variety goods and the variety man can, if he will, get his proportionate share of his increase despite the superior buying power of the chains. Chain store competition is an old story to variety retailers. Some have gone broke under its advance, but the cause of their failure was psychological, rather than financial. For the most part the independent variety store has gone right along getting its share of the business. And nobody is going to call Woolworth or Kresge easy competition either.

A survey of the entire situation and a study of its possibilities shows that the chain store is growing at an amazing rate and that quick and positive execution must be done in behalf of the independent. It also shows that this competition of the individual retail store can be met, but the remedy must be ruthlessly and thoroughly applied. No half way measures will answer. The jobber has got to get in line just as much as does the retailer. If the jobber loses out under the new deal, then it will be simply

because he cannot or will not read the handwriting on the wall.

The Jobbers' Chance

"Printers' Ink," in a discussion of the packers' dissolution, which appeared in its issue of December 25, stated the case truthfully when it said that the chain store and the mail-order houses formed a greater menace to the grocery wholesaler than did the packers. If the national organization of wholesale grocers had devoted to the chain store proposition some of the work, energy and enthusiasm they have expended in trying to get the Government to force the packers to be meat men only they would be vastly better off to-day. And the retailer would not be scared into any such false moves as "condemning" the chain man as stated in the Evanston newspaper. Condemning isn't going to get a retailer very far these days.

The attitude of the wholesale grocers in trying to make the law fight such an essential part of their battles for them while the chains keep marching off with the business calls to mind a story they used to tell aobut old Governor Eskridge, a Kansas pioneer editor and politician. Governor Eskridge, who published the Emporia "Republican," which later found it could not survive the competition of William Allen White and his "Gazette," was said to have the world's championship as a writer of resolutions. In the old days, so the story goes, there was fear of an outbreak among some Indians living on a reservation not far from Emporia. The citizens, in alarm, called a town meeting. Governor Eskridge presided and made a speech, the net of which was that the meeting should adopt some strong resolutions condemning, in unmeasured terms, the attitude of the Indians!

While the wholesale grocers were busy trying to get the Government after the packers—the result of which will have just about as much effect on the price situation and the retailer's problem as Governor Eskridge's resolutions would have had upon the Indians—the chain store has reached a point of development and power that is almost beyond belief.

Just look around you a little bit and you will see chain stores large and small invading almost any town of any size and branching out into suburban neighborhoods.

The large chains do not need to put on an advertising campaign to let the independent retailer know they are on the job. The retailer is watching for them, for he knows their coming means trouble for him. But there is another class of chain which the retailer, giving too much attention to the big fellows, is likely to overlook. This is the small local chain of stores, particularly in dry goods, drugs, groceries and variety goods. You can hardly call them chains, yet that name will suffice for want of something better.

There are in this country thousands of comparatively small chains or syndicates operating all the way from three or four up to a dozen or more stores. It is the same old story in these smaller chains — quantity buying, centralized management and good merchandising. Alexander MacLean, of Chicago, started out with one drug store and now has ten, and soon will open more. There are in Chicago three other drug companies operating a number of suburban stores, and for a druggist in Chicago and in other cities to own and operate two or three stores is so common as to call for no comment. You see the same thing in dry goods stores. The McAllister Company established a line of dry goods stores in various moderate-sized Illinois and Wisconsin cities. Turn where you will, and you see grocery companies with all the way from three to half-a-dozen stores. And as for the variety field, this long ago adapted the Woolworth plan to its buying and selling problems. The syndicates in the variety field to-day are more numerous than in any other.

It is hardly proper to say that these small chains menace the retailer. They are retailers themselves. They differ from other retailers in that they have applied to their own needs the modern methods they have been so sternly taught by the experience of late years.

Collective Buying Suggested as a Menace

Some thoughtful people who have been giving careful attention to this problem from the standpoint of the retailer, see his ultimate salvation is nothing more or less than an adaptation of the chain-store idea. In other words, the retailer must be enabled to buy to better advantage, and thus be able to compete with the chains on the basis of price. Manufacturers, for obvious reasons, do not wish to see the retail business of the country given over to the large chains. For four or five chains to reign supreme over retailing is one thing. For several thousand smaller and yet prosperous organizations to do the country's retail selling is another.

The other day in Indiana, the writer had occasion to visit a grocer. He seemed willing to talk, and so we had quite a conversation about his experiences. He came clean on a number of things, including an admission that he had boosted prices rather arbitrarily on a few items he sold.

But the main point was that this retailer's gross sales for the year amounted, in round numbers, to $50,000. He had an investment of around $4,000, or possibly a little less. His net profit on this satisfactory turnover was not quite $3,000 a year. The trouble was that he could not buy advantageously enough to make him a satisfactory margin of profit. He is a pretty fair type of retailer—a hard worker, a good storekeeper, and rather an efficient salesman. But if a man can't buy profitably he cannot sell profitably.

"If I could only shave four per cent. more from my buying cost," said this retailer, "I could make this store worth while. But how am I going to do it? That is the question. My customers continually quote National Tea prices to me. But if I would attempt to meet them, I would have to shut up shop very quickly."

This retailer, like a good many others, was inclined to throw the blame upon the jobber and the manufacturer for his inability to buy at a lower price, and to ascribe to this the entire responsibility for his condition. His stand, of course, is unjust. No producer or jobber is going to be able to give quantity prices unless goods are purchased in quantities. Moreover, the retailer's trouble is not altogether one of buying. He needs to put into effect the efficiency methods and the good store-keeping of his big chain-store competitors.

The retailer, menaced by chain-store competition no matter what line he may be in, can well afford to pause a moment and note what the variety man did to render himself impregnable against Woolworth's competition. He merely applied Woolworth's methods to his own business, and made himself a better storekeeper. Then, in many instances, he branched out so as to have a greater outlet for merchandise, and thus be able to get quantity prices on the things he bought.

Stripping For Action

"I was talking this thing over with William O'Connell, a grocer friend of mine," W. J. McDonough, a Chicago business paper publisher, said to "Printers' Ink." "He agreed with me that the thing to do is for grocers generally to form buyers' exchanges, and acquire their goods in quantities. The next thing for them to do is to cut down the size of their stores; have more lines, if possible, but a smaller quantity of each in stock. They should also cut down on the service. The chain management has just as many clerks in a store as the traffic will stand and pay for, and no more. The independent could and should do the same thing. All delivery should be absolutely cut out. You never heard of Woolworth delivering goods. If a customer should want any deliveries made, she should make her own arrangements with the central delivery, and pay the charges for the service. In other words, the merchandise should be delivered f.o.b. the delivery company's truck, and there the retailer's responsibility should cease.

"If the retailer will do this, he can fight the chain store successfully until kingdom come. If he won't do it, then he may just as well prepare to fold up his little tent pretty soon and silently steal away.

"This centralized buying of which I speak has got to be big enough to cut some real figure. It has to be by whole towns, or whole sections of cities. No three or four average retailers are going to be able to get together effectively enough to do much good. The financial

part of such an undertaking is not nearly as formidable as it sounds. Maybe here is a chance for the wholesale grocer to save his own bacon. It is worth while for him to think it over, at any rate."

Mr. McDonough surely is on the right track in his mention of the jobber. Mr. Jobber now has his one big opportunity to justify his existence in no uncertain way. He must do constructive work with the retailer, helping him to plan his buying in connection with that of others, so more advantageous prices can be given.

Unless the jobber does this, then the retailer is going to combine, anyway, as far as he is able, and buy his goods direct from the manufacturer. The latter way will be more difficult, and the chances are many a retailer will fall in his tracks before the thing is over with. Money is the thing that talks.

The jobber is disposed to frown upon retailers' buying exchange. The thing for him to do, however, is not to fight them but co-operate with them, and help them get away with what they are trying to do. The result will be a better condition of things for manufacturer, jobber and retailer.

Take a town of 20,000, for example, Why, wouldn't it be profitable for a grocery jobber to handle the grocery business of that town having all the transactions with one big organization? The goods could be shipped to a central warehouse operated by the buyers' exchange, and each retailer could draw upon this stock as he needed it. The lower price the jobber would thus be able to make would be an effectual carrying out of the live-and-let-live policy.

"Printers' Ink" asked the head of a big Chicago jobbing house what he thought of the chain-store problem and its relation to the retailer's future.

"Why," he replied, "there always will be a field for the retailer. Why should we worry? Our business this year has been greater than ever before—greater in actual quantity of goods sold. The alarmists used to tell us that the retail mail-order houses would knock out the retailer. Now they say the chain store will do it. The retail store is going to stay."

The retail store is going to stay. But this jobber will have to change his attitude, or he is not going to get a part in the benefits of the staying. The chain-store proposition is widely different from retail mail order.

Income Tax as Applied to Retailers

E. M. Trowern, Dominion Secretary of the R.M.A., Prepares a Brief Digest of the Dominion Income Tax—How It Applies in Case of Partnership

E. M. TROWERN, secretary of the Dominion Executive Council and Dominion Board of the Retail Merchants' Association of Canada, has prepared a brief digest of the levying of a war tax upon the incomes of retail merchants and others throughout the Dominion. Excerpts from it as follows, will be of interest to the grocery trade:

All persons who reside in Canada must pay an income tax whether they derive their income here or elsewhere, including members of the Senate and the House of Commons of Canada, and officers thereof, members of the Provincial Legislative Councils and Assemblies, and Municipal Councils, Commissions or Boards of Management, Judges of any Dominion or Provincial Court appointed after the passing of this Act, and of all persons whatsoever, whether the said salaries, indemnities or other remuneration are paid out of the revenues of His Majesty in respect of His Government of Canada or any Province thereof, or by any person, except as stated hereunder

All unmarried persons, widows, or widowers, without dependent children under eighteen years of age, who have an income of one thousand dollars (1000) or over, must make a return to the Inspector of Taxation of the District in which they reside, before April 30th of each year, without being requested to do so

All persons other than those specified in section (3) who receive two thousand dollars ($2000) or over, must also make a return to the Inspector of Taxation of the District in which they reside, before April 30th of each year, without being requested to do so.

There shall be assessed, levied and paid upon the income during the preceding year of every person residing in Canada for six months or more of such year, or who having been resident in Canada has left Canada with the intention of resuming residence in Canada, or who is employed in Canada or is carrying on any business in Canada, except corporations and joint stock companies, the following taxes:

Four per centum upon all income exceeding one thousand dollars but not exceeding six thousand dollars in the case of unmarried persons and widows or widowers without dependent children, and persons who are not supporting dependent brothers or sisters under the age of eighteen years, or a dependent parent or parents, grandparent or grandparents, and exceeding two thousand dollars but not exceeding six thousand dollars in the case of all other persons, and eight per centum upon all income exceeding six thousand dollars.

Any person carrying on business in partnership shall be liable for the income tax only in their individual capacity; provided, however, that a husband and wife carrying on business together shall not be deemed to be partners for any purpose under this act. A member of a partnership or the proprietor of a business whose fiscal year is other than the calendar year shall make a return of his income from the business, for the fiscal period ending within the calendar year for which the return is being made, but his return of income derived from sources other than his business shall be made for the calendar year.

New Goods

"Superior" Brand Macaroni

A new industry has been opened up in Toronto. This is the Superior Macaroni Company, who occupy a new building situated on Centre Street near Elm Street. Many people are under the impression that macaroni is composed of a number of ingredients, while all that goes into the making of it is pure clean water and "semolina" better known to most of us as "farina," which is the heart of the wheat. These two ingredients are put into a mixer and thoroughly mixed to a dough. It is then turned into the rolling machine—and here is the real secret of making good macaroni—and rolled and rolled, passing from one roller to another until every particle of the dough is as smooth as a piece of velvet. The dough is then transferred to the press, where it is forced through dies which give the macaroni its shape. It is then hung on racks and passed on to the drying room, where it is dried for seven days with the aid of fans.

Macaroni, vermicelli, spaghetti, noodles, etc., etc., are all made from the same ingredients, the only difference being the shapes which are made by the dough being pressed through the different shaped dies.

The Superior Macaroni Company is placing their product on the market put up in 16 and 8 ounce cartons, packed 30 to a case, under "Superior" Brand and will include strip macaroni, vermicelli, spaghetti, noodles, ready cut, also stars and alphabet. D. Moss, the manager of the company, has had several years' experience in the manufacture of macaroni both in Canada and the United States.

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"GLOBE" STATEMENTS RETRACTED

AGAIN does the Toronto "Globe" get "in wrong" by passing judgment on a case that it did not understand. A few days ago, in referring to the wholesale grocers' investigation at Hamilton, it said that Archibald Jolley—"agent of the Kellogg Company, the price of whose product was under discussion, has also been notified that his services are no longer required."

It based its editorial on this under the heading: "Blind Justice Stumbles"—but retracted the statement when the facts were brought to its attention.

In its correction, it is assured that Mr. Jolley severed his connection with the Kellogg Company voluntarily; that his resignation was not requested nor was any intimation made that it would be welcome; that he resigned because he felt that after what had occurred he would be handicapped, and that the Company he represented would be put to a disadvantage in its dealings with the Hamilton wholesale grocers.

The "Globe" had also to retract the inference that the prices of the Kellogg Company were under discussion during the probe. It now says the Kellogg Company were not involved in the transaction in any such sense. It finds that the price at which its goods were sold permitted —at the customary rate of retail sale—a profit of a little over 4c a package, to be divided between the wholesaler and the retailer. There was no proposal that the price should be raised.

This is just another instance of the "Globe" endeavoring to rush into popular favor by condemning, without having the facts at hand, anybody at all, so long as it appeared to be playing to the gallery of public opinion.

PRAISE FOR CANADIAN EGGS

THE high standard of Canadian eggs and their reputation on the markets of the Old Land is strikingly testified to in the following reference that appeared recently in the "English Grocers' Review." Reviewing the provisions trade during 1919, it says:—

"Canadian eggs all round were superior in quality and size; therefore commanded a good sale right through the short season. Prices opened at about 34s to 35s in November, and early in December went to 36s and 37s, finishing up the year at 38s 6d to 40s. Owing to their excellent quality they maintained a price well above that of Americans right through, a much more satisfactory state of things than was the case last season when the Controller fixed the price of both at 40s, so that those dealers who were lucky enough to get Canadian eggs allotted to them had an advantage over their competitors, who had States at the same price."

These prices are for the long 100, which is the unit in the United Kingdom.

A writer in "The Country Gentleman," of Philadelphia, further states: "The sharp-eyed buyer in Liverpool, Glasgow or New York looks over the dealer's stock until he spots a heavily built crate distinguished from its fellows by a three-colored label. It is a circular trade-mark bearing a maple leaf and the words 'Canadian Eggs—Government Inspected.' If he is an experienced buyer, up to the minute on market affairs, he knows that this crate is true to its label, straight goods, the same from top to bottom. Behind this little maple leaf sticker lies the story of a nation's struggle to keep the bad egg where it belongs—back on the farm.

"I say without fear of contradiction that the Canadian standard of egg grades is the best piece of legislation of its kind in the world. The egg industry of our Northern neighbor has passed through the topsy-turvy period of readjustment, and has finally emerged with a clean-cut program.

"The main objective of the Canadian standard is the standardization of good eggs; the regulations are enforced by the Federal Government inspectors and apply to all export shipments of 25 or more cases and to interprovincial shipments of one hundred or more cases."

Mail Order Houses Accused of Monopolizing the Postal Service

Registration of Parcels Working to Disadvantage of the Merchant —Parcel Post Service Undoubtedly Unprofitable—Express Rates Comparisons

ATTENTION has already been directed to the fact that the big mail order houses, by the payment of a five cent registration fee, can secure preferred delivery and preferred service in the handling of any parcel to any point in Canada. Not only is the Post Office Department thus called upon to provide a service which obviously cannot be given at the charge made, but the other departments of the mail service suffer through the fact that parcels, when registered, received prior consideration in the process of transmission. Criticism is, therefore, no doubt, being frequently directed at the post office for delays in delivery of letters and other mail matter when the big stores are monopolizing the service. At the same time the local merchant is placed at a further disadvantage at the expense of the people of Canada.

The situation is aggravated by the fact that although the system of bookkeeping in the post office does not permit the officials to show it, the parcel post service itself is undoubtedly being operated at a loss to judge from the best available contemporary information. When it is further taken into consideration that the parcel post is being operated as a competitor of the express companies and that the Government now has a direct interest in the express business in connection with the National Railways—and will have a much larger interest when the Grand Trunk subsidiaries are finally taken over—it will be appreciated that the parcels post service is being widely utilized for the benefit of a few big concerns at the expense of the nation.

Cost of Registration

On the basis of information recently compiled with great care by express companies, CANADIAN GROCER is informed, on reliable authority, that the local clerical services alone involved in registration would be between six and seven cents per parcel.

This would not take into consideration any portion of the overhead expenses involved in buildings or facilities—replacement or upkeep charges — nor would it include anything for stationery, etc. Further, it would not take into consideration any special service which might be involved in the transfer of the parcel between the point of despatch and that of destination.

Cost of Express Service

As is generally known, the parcel post service is based on lower rates than the express services. The following comparative figures are illustrative:

		1-lb.	6-lb.	11-lb.
Victoria	Parcel post	12	72	1.32
	Express	40	1.00	1.60
Calgary	Parcel post	12	64	1.14
	Express	40	80	1.25
Winnipeg	Parcel post	10	40	70
	Express	35	70	1 00
Sudbury	Parcel post	10	30	50
	Express	30	40	45
Brampton	Parcel post	5	12	22
	Express	30	35	50

For an additional 5 cents parcels by post can be registered, giving special protection. Express parcels are insured up to $50.

As previously stated, there is no information to show the results of the Government's service, but the best available evidence is that the express companies are not making money. In fact, with the outlook that higher wages will shortly have to be paid, the express companies are considering a request to the Railway Commission for permission to make another increase in rates. It is known that during the last three months of 1919—usually the most profitable of the year—the margin was very small, and it is assumed from experience that the results for the first quarter of 1920 will show considerable loss.

Cost of Railway Service

The present express rates were establishd by the Board of Railway Commissioners last year after the hearing of an application for a higher scale made by the Express Traffic Association for Canada. At the inquiry a mass of detailed and technical information was submitted as to car haulage and other costs, one principal point being established in the 60 cent basis as the average cost per hundred pounds to cover the express companies' work, apart from transportation.

At this inquiry it was shown by figures submitted by the Canadian Pacific Railway that the cost of operating express cars on the basis of income of other branches of the service was in the neighborhood of 40 cents per express car mile. It is on this basis that the proposal is made that the rate of 17 cents per mail car mile now being paid by the Post Office Department to the railways should be at least doubled.

To raise the rate per mail car mile from the present rate of 17 cents to 35 or 40 cents would mean that the present cost of the mail service, including the parcels post service, would be greatly increased and any loss entailed in handling parcels accordingly swelled.

Under the circumstances, it is difficult to justify the regulation under which the mail order houses can secure the expensive registration service for five cents in addition to a parcels post service rendered on a basis materially below the express companies, which are not making money—particularly when the Government is in both the mail order and the express business.

The Post Office Department is proposing to increase revenue by advancing charges on newspapers and other publications, with a special burden on national periodicals, under a zone system. The result of the adoption of this zone system would be higher subscription rates for class newspapers which are so highly valued by retailers. The latter will be hard to convince that he should bear the burden of increased costs in postal distribution if mail order competitors are to continue to have the benefit of a parcel post service operated on rates much below actual cost.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME PROVINCES

Major R. R. Rankine, St. John, N.B., who recently returned from California and last fall from overseas, has commenced business as a manufacturers' agent. Major Rankine represented the Walker Bin and Store Fixture Company, of Kitchener, Ont., in the Maritimes from 1906 until going overseas in 1915 and he has again taken over this line covering the entire Province.

QUEBEC NEWS

Armand and Emile Chaput, of Chaput Fils & Cie., return on Friday to Montreal from a business trip to New York.

W. J. Vhay, president of the Vhay Fishery Co., Detroit, Mich., was in Montreal in the early part of the week in connection with their fish export business.

The complete stock in the grocery store of John Robertson & Son, 363 St. Catherine Street, Montreal, is being sold by auction April 14 and 15. There is a large stock, but it must be cleared quickly. John Robertson, when approached by the CANADIAN GROCER, declined to give any reason for the sacrifice of the stock, merely saying that it was absolutely unreserved and necessary to dispose of it in its entirety.

ONTARIO NEWS

J. J. Lunam, Russell, Ont., has opened a general store.

E. J. Buffam, Lanark, Ont., has sold his business to E. J. Tennent and Stanley Gallinger.

The death occurred recently of Martin Griffin, Kemptville, brother of Miss C. V. Griffin, who operates a grocery in Kemptville.

H. J. Dagar, Dominion Food Inspector of the Department of Health, Ottawa, brought action against W. R. Vanderwater, Toronto, a pedlar, for selling maple syrup from house to house which had been adulterated. A fine of $34 and costs. Peddlars going from door to door have been misrepresenting maple syrup.

The Specialty Sales Co. is name of a new firm of manufacturers' agents and brokers opening up in Toronto on May 1. Their office will be in the De La Salle Bldg., corner Duke and George Streets. A. Eaton, for many years representative of the Rock City Tobacco Co. in Toronto, is the sales manager.

WEDNESDAY HALF-HOLIDAY

Commencing with the first week in May, Wednesday afternoons will be observed as a half-holiday by the business offices, stores and other concerns of this city. The holidays will continue until the end of August.

HALF-HOLIDAY FOR WINGHAM

Following the custom of previous years, the business men of Wingham will observe the half-holiday on Wednesday afternoons, commencing on Wednesday, May 5, and continuing until the last Wednesday in September. When a legal holiday falls in any week the half-holiday will not be observed.

LONDON HAS "MADE-IN-CANADA" WEEK

For the week of April 19 to 24 all merchants in London, Ont., will exhibit in their show windows only goods made in Canada and will otherwise advertise and sell Canadian-made goods in preference to those made in the U.S. according to the local newspapers. This promises to be an interesting week for London.

CALENDARS FOR 1920

CANADIAN GROCER acknowledges receipt of a very attractive 1920 calendar from Walter S. Bayley, manufacturers' agent, Front St., E., Toronto. It is almost 3 feet long by about sixteen inches wide. The illustration is of a golf girl painted by Frank H. Desch, in attractive colored golf costume. Sundays and important holidays are printed in red ink.

WHOLESALE GROCERS AND BROKERS PLAY BALL

Wholesale Grocers and Brokers, of Toronto, played a game of indoor baseball at the Granite Club on Saturday afternoon which resulted in a "riot," as there were several things in dispute when the game was finally called off. But several of the features of the game were Walter Lumbers stealing home on his nose. Bill Charles, the Brokers' pitcher, allowing three runs to be scored while he held the ball in his hand. Harold Beatty's high fly that smashed an electric light, Tom McDonald trying to put the same base runner out twice in the same inning. Frank Morley's bonehead play in trying steal second with men on second and third. Charlie Parsons' 15 foul tips in only once at bat, Jim Lumbers bribing the umpire, Bob Lind's fine coaching and general all around contempt for the opposing side, Arthur Paffard nearly catching a fly ball and his striking out with the bases full and his questionable antics around the home plate, and Dutch Donaldson's and Billy May's running catches a la Ty Cobb.

CONVENTION OF DOM. R. M. A.

Will be Held in Vancouver on July 22 and 23—Excursionists Will Travel by Special Train

Vancouver.—Further progress toward the completion of arrangements for the forthcoming Dominion convention of the Retail Merchants' Association convention, which meets here on July 22 and 23, was reported at a meeting of the provincial executive which was held last evening. From requests being received for hotel accommodation, the convention will be a record one in the annals of the R. M. A. The Dominion secretary wrote that reduced fares had been arranged for on the basis of $181 from Halifax and $125 from Toronto.

The excursionists, who will probably travel by special train, at last from Winnipeg, will be entertained en route by the various provincial organizations, and in the mountains there will be stopovers at Banff and Lake Louise. They will reach Vancouver on July 20. To induce a large attendance of Eastern retailers, Industrial Commissioner J. R. Davison is busy sending out a considerable quantity of publicity literature.

The provincial convention, which will be held in New Westminster in July, was also discussed and a committee of Ross Smith and E. H. Gennis appointed to arrange for the entertainment. There will be educational talks dealing with fire prevention methods, which will probably be illustrated; scientific buying and taxation, the latter subject to be handled by a prominent financial man.

THE ONLY PAPER WITH COMPLETE REPORT

The Editor,
Canadian Grocer,
Toronto.

Dear Sir:—

We wish to express our appreciation of the excellent service you have been affording your subscribers in regard to the enquiry into the grocery trade recently held at Hamilton and Toronto. We have greatly appreciated the very full reports you have been furnishing from week to week. Possibly there are other publications which have furnished equally complete reports; but if so, these have not come within our range of vision.

Yours truly,

(Signed) MacDonald Cooper.
Limited
Edmonton, Alberta.

NEWS FROM WESTERN CANADA

WESTERN

E. J. LeDain, Boissevain, Man., has removed to his new store and will carry a full stock of groceries and fancy china.

H. P. Pennock & Co., Ltd., have accepted the agency for Western Canada for Grimble & Co., Ltd., London, England, a large and long established manufacturer of pure malt vinegars.

Provincial Secretary Hougham of the R M. A accepted an invitation from Nanaimo branch, the pioneer association of the R. M. A. for B.C., to a banquet at Nanaimo on April 19. Mr. Hougham will speak on association matters.

John Pritty, Limited, formerly of John Pritty, Regina, Sask., secured a Saskatchewan charter and are now operating a limited liability company. This change was made on account of the development of their business as merchandise brokers and manufacturers' agents.

Mr. H. B. Gordon, president of the Codville Company, of Winnipeg, was called away this week to Stratford, Ont., owing to the death of his brother, William Gordon. The sympathy of the W nipeg trade is extended to Mr. Gordor in his bereavement.

L. H. Leigh, of Gavin Bros. & Leigh, manufacturing confectioners, Vancouver, has been appointed British Columbia distributor for Hires Root Beer, manufactured by the Chas. E. Hires Co. at their Toronto factory. A. C. Dexter will be in charge of the British Columbia staff of salesmen.

Wholesale Row Sees Many Changes

Vancouver Wholesalers are Forced to Vacate Premises to Make Way for Others

VANCOUVER. (Special) — While travelling on the water one often watches the games that the gulls seem to play. All along the boat deck, one will often see all the davits decorated with screaming gulls. Then the game seems to be that Mr. Gull on No. 1 davit decides to dislodge the gull on No. 2. He flies forward and hovers over No. 2 and No. 2, evidently recognizing the rules of the game, vacates his perch, and flies forward and flutters over No. 3, who promptly vacates in his favor and puts the same deal over on No. 4. It's a great game of tag.

In Vancouver, however, on Wholesale Row, the game has had a great vogue this last couple of weeks. The new firm, the Footit and Co., Ltd., after getting a bird's-eye view of the available perches obtained a lease and hovered over the premises occupied by Schartz Bros., at 153 Water St. Recognizing the rules of the game, but not proposing to play it any longer than they could help, Schartz Bros. bought the premises occupied by Rainsford & Co., Ltd. Now "Andy" Littlehails, the manager, although not familiar with the game through experience, observed the shadow fluttering over 133 Water Street, and knew that he was "IT." Gathering several carloads of fruit and vegetables under his wing, he took the air and alighted at 115 Water St. Not being enamored of this form of exercise, Mr. Littlehails vowed "Never Again" and got a deed for the roost. Now Wm. Scott & Co., had been occupying 115 Water St., they had seen a small speck in the distance rapidly approaching and had instructed all their hens and chickens just what to do in case of an air raid, so with the advent of Rainsford & Co., Ltd., Wm. Scott and all his stock took wing and as they could not find an untenanted perch on the same side of the street, they were forced to set their course for the south side. However, they made a good landing, and are now all oiling down their feathers at 44 Water Street.

Calgary Grocer Tells Finance Minister His Opinion of Turnover Tax

The following is a copy of a letter sent to the Minister of Finance, Ottawa, by a grocer in Calgary:

"As one who did not know any better, in early life I started into the Retail Grocery busines, have struggled for years, working almost night and day to make a living. Possibly 25% of the retail grocers are lucky enough to do this. The other 75% go broke sooner or later. Statistics prove this statement. The average net profit of the retail grocers who stay in business is approximately 1 per cent. on turnover.

In view of this I learn with alarm that your Government requiring revenue no doubt, were considering the advisability of placing a tax of 1 per cent. on the sales of all retailers.

According to the net profits of the various retailers, as given in the reports of the Bureau of Research, Harvard University, the other lines of business that they have investigated, with the exception of retail grocers, can stand this tax, but the writer contends that if it is put into effect it will bankrupt a lot of grocers.

Through your income tax department you can verify the statement that retail grocers barely make a living, and owing to the fact that a majority of the grocers start in business without experience in the line, cannot figure percentages, and do not know what it costs them to do business, they fix their prices so low that they go out of business in time, but while they are in business it causes the legitimate merchant who endeavors to make a legitimate profit and living out of his business to sell on such a close margin that he can hardly do so. Therefore, he cannot raise his prices, even the 1 per cent. to cover this tax.

The other class of merchant, as stated above, goes broke or sells out, but there are always enough suckers coming forward from somewhere to cause the business to always be unprofitable.

Strange as it may seem, the writer has a turnover of about $150,000 a year, and his net profits average $1,000 per year. So you can readily see what a fix it would place him in.

One other feature in connection with it is that the retailer, more so than any other individual, is blamed for the high cost of living, and if he endeavors to get even an average of 1 per cent. more would be even more of a goat.

Another point, in Western Canada fully half the retailers are foreigners, nine-tenths of whom have no idea of honesty, and notwithstanding the law, do not keep books. They would evade the law, and only pay a small portion of what was their share. The honest dealers would pay his in full, that is of course providing he had the money to pay, but would likely be broke attempting to pay it.

Surely to goodness a man should pay according to his ability to pay. Pay on his net income. Fix it at any rate you like, but in the writer's opinion the method you propose is absolutely unfair. Do you propose to charge a professional man 1 per cent. on the volume of his business? Or the manufacturer a certain percentage on his output? Of course you reply, "Everything goes through the hands of the retailer, and that is apparently the only way of taxing everything." While that may be correct, it is absolutely unjust to the retail grocer.

There must be some other fair way of raising the money the writer knows you must have to finance the country.

Yours truly,

"One who is trying to keep his head above water."

Results

Advertising should make two blades of grass grow where one grew before——

But if it makes orders grow where none grew before —— that's mighty satisfactory, isn't it?

For a few months we have been privileged to work with the Maple Crispette Company, Limited, in Montreal, to secure for them a wider market. They advertised two lines which, through CANADIAN GROCER,——one of our specialized business papers——has been more than successful. Sales developed where they had no thought of finding them.

We quote from their letter :

> **"It might interest you to know that we received orders direct through one advertisement in your paper, amounting to about $4,000.00, and since then we have received several repeats from these same customers.**
>
> **"We were under the impression that we had all wholesalers and jobbers on our list of friends and customers, but after our first advertisement appeared we found that there were a number of concerns whom we did not have on our books and from whom we received orders.**
>
> **"While this letter is not solicited by you, we think it only fair to you to let you know the results of our ad. in your paper."**

Instances are many where users of space found markets they had not known existed.

There is perhaps some angle of your merchandising problem on which our thirty-three years close contact with merchants, through MacLean specialized business papers, has fitted us to be of service to you.

Unexpected Export Trade

"I noticed some years ago in 'Canadian Grocer' time and time again a small advertisement for 'Tanglefoot' sticky fly paper, something I had then never heard of before. Finally, one day I said to myself: 'If that firm can keep on advertising that article, there must be something in it, and if this firm can sell it in Canada we might be able to sell it in the Scandinavian countries.'

"We wrote them asking for samples and quotations, offered it to the trade,—it took and proved to be a good article. We now buy it every year and have done so for seven years, not by the box or by the hundred boxes, but by the carload, and when we have a warm summer, it seems as if we cannot get enough of it.

"Even up to this moment the O. & W. Thum Co., manufacturers of the fly paper, have no idea that they got their Scandinavian trade through advertising in a Canadian trade paper, as I will confess I forgot to mention your paper when I first wrote to them." (Names on request).

There are many markets in addition to our purely home markets which are reached every week by shrewd advertisers in MacLean business papers. They find ready market for the surplus of manufactured articles—markets which increase year by year. MacLean papers are read closely in many countries where wholesalers are on the alert for new Canadian goods that may be sold in their markets. May we not tell you more of this feature by which MacLean papers give added results over and above those naturally expected in advertising?

The MacLean Publishing Company, Limited

Publishers of the following specialized trade and technical newspapers:

Weekly

HARDWARE AND METAL
CANADIAN GROCER
DRUGGISTS' WEEKLY
CANADIAN MACHINERY

Bi-Monthly

SANITARY ENGINEER
POWER HOUSE

Monthly

BOOKSELLER AND STATIONER
MEN'S WEAR REVIEW
DRY GOODS REVIEW
MARINE ENGINEERING
CANADIAN FOUNDRYMAN

143 University Avenue Toronto, Canada

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets for general commodities are firm to higher. Some lines have registered advances. Probably the main feature is the recent large advances on sugar. Whether these new high levels will be maintained is very doubtful in view of the ever-increasing cost of raw sugar.

WINNIPEG—The main feature of the Winnipeg markets this week was the advance in sugar by Canadian refineries. Previous to this advance, raws were selling in New York at higher prices than refined sugar at Montreal. Even now, with the increased prices for refined, raws in New York are quoted at but a shade less than manufactured product in Canada. The fluctuating clove market is to the fore again this week with an increase of from 4 to 5 cents a pound. Japan chillies are difficult to obtain this year. The switchmen's strike in the United States is having its effect here. Probable results may be an advance in coffee prices owing to delay in shipping from New York, and a shortage of fruit. Scarcity is being felt in canned raspberries and olives, which did not yield a good crop last year.

MONTREAL—The Redpath Sugar Refinery has advanced sugar $2.00 per hundred and the St. Lawrence and Atlantic advanced $2.50 per hundred. The molasses market remains firm at the new high level and the situation continues strong. There is a good demand for rice and the market is firm. The cereal market is reported dull and there are no changes in quotations. The market, however, is firm. Higher prices are promised in the coffee market in the near future. The cocoa market is holding firm, but on account of the abnormal demand, the supplies of the raw bean are proving insufficient and a shortage is feared. The market in spices is daily getting stronger and the demand is to the limit of supplies on hand; there is very little change in the prices, but the tendency is markedly upward. There is a slight drop in the price of currants and also for dried apples. The reports on the first crop of teas is such as to indicate an advance in the tea market when it reaches here. At the present time prices remain firm at the old basis, but an advance of probably 20 per cent. is predicted. The United States strike is being felt in the vegetable market and higher prices have been effected. Hay and grains are strong.

TORONTO—Following the recent advances on Acadia and Dominion sugars, other refineries have also registered advances. Redpath, $2.00 per hundred and Atlantic and St. Lawrence, $2.50 per hundred. The differentials on gunnies and cartons have also advanced. The situation in the raw sugar market continues upward and these advancing prices on raw are indicative of even higher prices on refined. Lyle's cane syrup has advanced and higher prices on corn syrups are not unlikely in view of the higher cost of corn and containers. Cereals are ruling firm in a quiet market, but the steadily advancing prices of grains, especially corn and oats, is having a firming tendency. Manufacturers of cereals state that the present price of grains warrants an early advance on all oat and corn products. The ever-increasing consumption of tea and the difficulty of transportation is causing a shortage of spot stocks. Shipments that are arriving are mostly of the medium grades and a scarcity of the finer grades and the lower grades is noted. No new developments are manifest in the market for rice. A few small shipments are arriving, but with the big season for rice approaching, it is stated in some quarters that prices will reach even higher levels, due to the short crops and the control of exports in European countries. Canned goods are steady and dried fruits also. Imports of spices have been extremely small and in consequence spot stocks have been steadily dwindling. Local importers are predicting firmer to higher prices in view of the scarcity of certain lines and the keen bidding amongst European buyers. Potato supplies are scarce and quotations are higher. Advances have been registered on washboards, parowax, cigarette papers, condensed milk and Lenox soap.

The produce and provision markets are slightly firmer. Fresh meats have advanced one to two cents per pound. Hams and bacon are quoted higher. Cooked hams are quoted two cents per pound higher. The egg market is firmer, probably due to the fact that storage operations are now under way. The butter market is easier and quotations are one cent per pound down. Cheese, lard and shortening are steady.

QUEBEC MARKETS

MONTREAL, April 23—The market here this week has been markedly firm with some tendencies to an upward movement. The advance in the price of sugar, predicted by CANADIAN GROCER, was the feature of the market. As a result of this manufacturers of condensed milk announce an advance in their prices. Coffee is very firm and the future looks even stronger. Potatoes are higher and a shortage in spring vegetables with a dearer market seems evident on account of the strikes in the United States. The early reports on the tea crop are such as to augur a very firm price at present values when they reach this market. The opening up of navigation during the next week is hoped to relieve the market to some extent. Currants and dried apples are cheaper. Fresh fruit is a little easier, unless the strike hinders transportation for some time.

Sugar Firm at Pinnacle Price

Montreal.

SUGAR.—As predicted last week by CANADA GROCER, the sugar market took a sharp advance of two and two and a half cents a pound, making granulated sugar $18.50 and $19.00 per cwt. This advance is due to the exceedingly high cost of the raws. The production, CANADIAN GROCER is informed, is just as good as in other years, but the consumption is far above normal.

Canada Sugar Refinery and Dominion Sugar Refinery are marketing their granulated at $18.50, the price quoted by them two weeks ago. The St. Lawrence, Acadia and Atlantic Sugar Refineries have, however, set their price at $19.00.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 50
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 70
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal

MOLASSES.—The molasses market remains firm at the new high level. Despite the price the demand is great. There has been no change in the prices this week, but the situation as far as molasses is concerned is decidedly strong.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09
Half barrels	....	0 09¼
Kegs	....	0 09¾
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
2-gal. 25-lb. pails, each	....	2 85
5-gal. 38½-lb. pails, each	....	4 25
5-gal. 65-lb. pails, each	....	6 85
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 50
5-lb. tins, 1 doz. in case, case	....	7 45
10-lb. tins, ½ doz. in case, case	....	7 15
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island	Prices for Montreal
Barbadoes Molasses—		
Puncheons	1 45	1 50
Barrels	1 50	1 53
Half barrels	1 52	1 55
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	6 00
3-lb. tins, 2 doz. in case, case	....	8 25
5-lb. tins, 1 doz. in case, case	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Some Grades of Rice Easier

Montreal.

RICE.—There is a good demand for rice and the prices remain firm. Some grades, however, are a little easier. Rangoon B and CC are ½ and ¾c a lb. lower. This does not indicate, however, that the market in higher grade rice is at all relieved, in fact the market is very strong.

RICE		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Package Goods Quiet

Montreal.

PACKAGE GOODS.—There is the usual demand for package goods. As the summer season is coming on the trade falls off in this line, especially in package cereals. The prices, however, remain firm and wheat products are especially strong.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Ralfina, case	....	2 25
Hominy, pearl or granu., 2 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 60
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Pancake Flour, self-raising, doz.	....	1 50
Wheat food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 05
Do. (6-lb. pack.), doz.	....	6 00
Corn starch (prepared)	....	0 12½
Potato flour	....	0 16
Starch (laundry)	....	0 10¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25

Cereals Slow, But Firm

Montreal.

CEREALS.—This market is rather dull at the present time. There have been no price changes during the past week. The prices are very firm, although there are differences in rolled oats, prices varying from $5.30 to $5.75, according to the grade.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Coffee Market is Strong

Montreal.

COFFEE. — The market promises higher prices in coffee in the near future. This week, although there is no distinct change in prices, the market is very firm on the limit quoted last week.

COCOA.—There is a heavy demand on cocoa and the market is holding firm to the old prices. On account of the abnormal demand on this product, the supplies of the raw bean are proving insufficient and a shortage is feared.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Spices Are Very Firm

Montreal.

SPICES.—The market in spices is daily getting stronger and the demand is to the limit of supplies at hand. There is very little change in the prices, but the tendency is markedly upward. Chicory is higher now, being quoted at 30c per lb. Paprika is also up ten cents a lb., being priced at 80c a lb.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 26
Pure, ground	0 35	0 40
Cloves	0 65	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 60

Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 42
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	0 38	0 40
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 40
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Big Demand on Peanuts

Montreal.

NUTS.—There is no marked change in the price of nuts. The demand is low except in the case of peanuts. In this line the market is strengthening with the increasing demand.

Almonds, Tarragona, per lb.	0 32	0 33
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 35
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	0 70	0 75
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Apples Decline

Montreal.

DRIED FRUITS.—There is a slight drop in the price of currants from 22 to 19c, and evaporated apples are reported to be plentiful. There is also a drop in their price of 4c, being now quoted at 19c per lb. The other dried fruits remain quite firm at the old prices.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 22
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	0 16	0 19
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 35
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 25
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Early Tea Reports Poor

Montreal.

TEAS.—The reports on the first crop of teas is such as to augur an advance in the tea market when it reaches here. At the present time the prices remain firm at the old basis, but an advance of probably 20 per cent. is predicted for May, when the new crop is on the market.

JAPAN TEAS—		
Choice (to medium)	....	0 70
Early picking	....	0 75
Finest grades	....	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Marmalade is Higher

Montreal.

MARMALADE.—Higher sugar prices have had an immediate effect on the price of marmalade and jams. The 16 oz. glass jar is selling at $4.00 per doz. and the 4 lb. tin is selling at $1.00 each. Jams, in the 4 lb. tin, are selling at $1.40 each, and 13 oz. glass are selling at $5.05 per doz.

Canned Goods Hold Firm

Montreal.

CANNED GOODS.—A good demand is evident in the canned goods and the market is very strong. The higher cost of tin is instrumental in keeping the present firm tone to the canned goods. In canned fruit of the best quality the sugar market is playing an important part, and if the sugar keeps strong the general opinion is that it will greatly effect future prices on preserved fruits.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Beets, new, sliced, 2-lb.	....	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Fruit Prices Firm

Montreal.

FRUITS.—There is no change in the fruit prices this week, although the market is very firm and the tendency is upward. The strikes in the United Statesc have greatly hindered transportation of fruit and it is feared there may be heavy losses experienced. This may also cause a shortage if the present supplies are not sufficient to tide over the interim. It is hoped that the opening of navigation this week will relieve the dependence upon overland routes.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	9 00	9 50
Do., 100s and 150s	....	7 50
Do., 176s and 200s	....	9 50
Cal. Navels	....	9 00
Florida, case	....	6 00
Cocoanuts	....	2 00

Strikes Affect Vegetables

Montreal.

VEGETABLES. — The railway and longshoremen's strike is already felt in the vegetable market here. There is a noticeable tendency for higher prices, which has already been translated in some lines to an upward movement in prices. Onions and potatoes are most markedly affected. Lettuce, cabbage and celery have also been affected, and before the week is over a shortage in these more perishable lines is predicted by some of the local importers. Transportation is so uncertain that the express companies have withdrawn all guarantee of shipments this week on produce for across the border.

Beans, new string (imported) hamper	8 00	9 00
Beets, new bag (Montreal)	....	3 00
Cucumbers (hothouse), doz.	....	4 00
Chicory, doz.	....	0 50

Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	6 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce Boston), head, crate	....	6 00
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	10 00
Do., red, 75 lbs.	....	9 00
Do., crate	....	3 00
Do., Spanish, case	....	8 00
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 50
Do., New Brunswick	....	5 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	1 00
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00
Do., Montreal	1 50	1 75
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida Celery (4-doz. crate)	....	9 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	5 50
Parsley (American)	....	1 50
Tomatoes (Florida), crate	....	8 00
New Cabbage, Florida, crate	....	8 50

Hay Market Still Strong

Montreal.

HAY AND GRAINS.—The hay market continues very firm at the high prices that have prevailed. The better weather should open up the roads, so that relief may come from the country, thus the high prices should be somewhat reduced. The quotations have, however, remained firm throughout the week.

All wheat feeds are at a premium at the present time.

Some dealers are unable to quote prices for stated shipments, except in small lots in assorted cars.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 22
No. 3 C.W.	....	1 18
Extra feed	....	1 18
No. 1 feed	....	1 17
No. 2 feed	....	1 15
Tough 3 C.W.	....	1 16
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60

Prices are at elevator.

Flour Market Strong

Montreal.

FLOUR.—A change in the flour market this week could hardly be expected. The market is, however, very firm at the new advanced level. The opinion is expressed that the recent advance was barely enough to cover the present cost of milling and that if the present crisis in wheat is not shortly relieved, the 15c advance will prove quite insufficient. The market is at present very strong and another break would not be surprising.

Winter wheat flour has firmed during the week.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	13 40
Per bbl., in (2) cotton bags, 98 lbs.	....	13 60
Small lots, per bbl. (2) jute bags, 98 lbs.	....	13 70
Winter wheat flour (bbl.) Jute bags	....	....

ONTARIO MARKETS

TORONTO, April 23—Redpath has advanced sugar $2.00 per hundred and Atlantic $2.50 per hundred, and further advances are not unlikely in view of steadily advancing raw market. Lyle's cane syrup has advanced and corn syrups are likely to follow. Cereals are standing firm in a quiet market. Tea and coffee markets are ruling firm. Rices are standing pat. Shelled nuts are strong and dried fruits are steady. Potatoes are in scant supply and fresh fruits also, especially the Southern stuff.

Sugar Again Advances

Toronto.

SUGAR.—Following the recent advances on Acadia and Dominion sugars, other refineries have also registered advances as follows:

Redpath, $2.00 per hundred; Atlantic and St. Lawrence, $2.50 per hundred. The differentials have also advanced, on 50 pound sacks, now 25 cents; gunnies, 5-20s, 40c; gunnies 10-10s, 50 cents; cartons 20-5s, 60c; cartons 50-2s, 55c. The situation in the raw sugar market continues upward. Some sales for May and June delivery have been made at 17½ cents f.o.b. Cuba. These advancing prices on raws indicate that refined will also be higher.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Sugar Syrup Advances

Toronto.

SYRUP.—Lyle's syrup in No. 2 tins has advanced to $4.90 per dozen. This is due to the recent advances in the cost of sugar. The high price of sugar is causing an increase in the consumption of corn syrups, but whether this will have the effect of advancing this commodity, manufacturers do not state, but they do say that corn, cans and boxes are costing more and if this is any indication then higher prices can be expected on corn syrup.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 50
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Cereals Firm

Toronto.

PACKAGE GOODS.—There is a very quiet market for package cereals reported by the manufacturers insofar as sales are concerned; but every indication point to higher prices, due especially to the advancing market on grains.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry starch	....	0 10¾
Laundry starch, in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 14¼
Do., in 6-lb. wood boxes	....	0 14¼
Potato Flour, in 1-lb. pkgs	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 60

Business Quiet on Cereals

Toronto.

CEREALS. — Cereals are standing firm in a very quiet market. The steadily advancing market for grains, especially oats and corn, is having the effect of firming cereals. Manufacturers state that the present price of grains warrants an early advance on oat and corn products.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	8 50
Barley, pot, 98s	....	7 25
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	6 75

Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	9 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Fine Teas Are Very Scarce

Toronto.

TEA.—The ever-increasing consumption of tea and the difficulty of transportation is causing a considerable shortage of spot stocks. Shipments that are arriving are mostly of the medium grades and a decided scarcity is noted for the finer and also for the lower grade teas. Prices at primary sources are steadily advancing. Ocean freight rates will be increased about 50 per cent. on May 1st, which will add another one cent per pound to tea. Java teas, which at one time were considerably lower than Ceylon and Indias, are now bringing a greater price and consequently have almost disappeared from this market.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market is Firm

Toronto.

COFFEE.—The situation in the market for coffee remains unchanged. Spot stocks are light and the demand shows no decrease. The duty on coffee is three cents per pound and it is felt in some quarters that this tariff will be increased before this session of the ouse closes.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Maple Syrup $3.25 Per Gallon

Toronto.

MAPLE SYRUP.—Wholesale produce merchants are offering Quebec maple syrup in five gallon cans at $5.25 to $3.50 per gallon. Maple sugar in cases of 40 blocks at $4.50 per case. Other quotations on maple syrup are as follows:

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
50s	....	0 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal. keg, per gal.	....	2 90
16 oz. bottles, 24 to case	....	8 85
5-lb. tins, 12 to case	....	17 35
Pure Maple Sugar, 1-lb. blocks.		

Rice Market May be Higher

Toronto.

RICE.—No new developments are manifest in the market for rice. A few small shipments are arriving but with the big season for rice approaching it is stated in some quarters that prices will reach even higher levels, due to the short crops and the control of exports in European countries.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
White Sago	0 13½	0 14
Do., Pakling	....	14 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½

Asparagus Tips Advance

Toronto.

CANNED GOODS.—There is a steady demand for canned goods and prices are well maintained. Canned fruits are moving freely and although no shortage is noted, stocks are not heavy. Eldorado asparagus tips have advanaced to $4.75 per case.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	....	5 00
Do., 4s, each	....	1 30
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	....	5 05
Do., 4s, each	....	1 35
Strawberries, 16 oz., doz.	....	5 25
Do., 4s, each	....	1 35

Some Lines Advance

Toronto.

MISCELLANEOUS. — Eddy's Royal Household zinc washboards have advanced to $6.00 per dozen. Parowax up to 17 cents per pound in case lots and 17½ cents in broken lots. Zig-Zag cigarette papers have advanced to $3.00 per carton. Eagle Brand condensed milk has advanced to $11.50 per case, Reindeer brand to $11.00 per case, Silver Cow to $10.50 per case, Challenge to $9.85 per case. Reindeer condensed coffee, both large and small cans, is now quoted at $7.00 per case. Lenox Soap, 100-10 ounce, is up to $9.00 per case and the 6 ounce size to $7.00 per case.

Shelled Nuts Firm to Higher

Toronto.

NUTS.—The market for shelled walnuts and almonds continue to rule firm, and while no price changes has been effected higher prices are not unlikely.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 28
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	....	0 65
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Dried Fruits Are Steady

Toronto.

DRIED FRUITS.—The market for dried fruits is steady. Stocks of raisins are decreasing and apparently wholesalers are reluctant to replenish stocks. Figs, however, are a drag on the market and can be purchased far below original cost. One wholesaler is offering "taps" this week at 10 cents per pound.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 00
Dromedary, 9 doz. in case	....	7 75
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	0 18	0 23
Figs—		
Taps-Comarde, lb.	....	0 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Col., 10 oz., 12s, case	....	2 00
Prunes—	Per lb.	
30-40s, 25s	....	0 31
40-50s, 25s	....	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins —		
California bleached, lb.	....	
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Spice Market is Active

Toronto.

SPICES.—Imports of spices have been extremely small and in consequence have been steadily dwindling. Local importers

are predicting firmer to higher prices in view of the scarcity of certain lines and the keen bidding amongst European buyers.

Allspice	0 25	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 35	0 90
Cayenne	0 35	0 37
Ginger	0 35	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 63
Do., 64s	....	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
½-oz. packages, doz.	....	1 75
1-oz. packages, doz.	2 75	3 00
4-oz. tins, doz.	....	5 75

Potatoes Are $6.00 Per Bag

Toronto.

VEGETABLES.—Stocks of potatoes continue light and prices are $6.00 to $6.25 per bag. Owing to the switchmen's strike Southern vegetables are rather scarce and prices are firm. California asparagus is quoted at $10.00 per case. Cucumbers at $4.00 to $4.25 per dozen. New beets and carrots are quoted at $3.25 per hamper.

Carrots, per bag	1 50	1 75
Parsnips, per bag	....	2 75
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	0 08½	0 10
Spanish Onions, large case	....	6 00
Onions, white, large sacks	....	8 50
Celery, Florida	7 50	8 50
Cauliflower, Cal., standard crate	....	6 50
Potatoes—		
Ont., 90-lb. bags	....	6 00
Quebec, 90-lb. bags	....	6 00
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 00	1 25
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	....	6 00
Do., Florida, bbl.	....	6 50
Do., Cal., case, 80 lbs.	....	6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	....	1 00
Rhubarb, doz., bunches	....	1 25
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	6 00	7 00
Mexican Tomatoes in lugs	....	7 00
Cucumbers, per doz.	4 00	4 25
New Carrots, hampers	....	3 25
Asparagus, Cal., per case	....	10 00
New Beets, hampers	....	3 50

Strawberries Are 25 Cents

Toronto.

FRUIT.—A car of Porto Rico pineapples are due to arrive this week and the price will be around $8.00 to $8.50 per case. The first shipment of Louisiana strawberries have arrived and are quoted at 25 cents for full pint boxes. Oranges, navels, valencias and seedlings are in active demand and the price somewhat stiffened.

Cal. Navel Oranges—		
80s, per case	....	4 50
100s, per case	....	5 00
126s, per case	....	6 25
150s, per case	....	7 50
176s, 200s, 216s, 250s, per case	8 25	8 50
Oranges, Valencias		
126s, 150s, 176s	6 00	7 50
Do., Seedlings	7 00	7 25
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300s, 360s	4 00	4 50
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
36s, 46s, 54s	4 25	5 00
64s, 70s, 80s, 96s, 126s	5 25	5 75
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	3 50	4 25
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	....	3 50
Tangerines, Cal.	....	4 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00

Japanese Beans in Demand

Toronto.

BEANS.—The demand for beans is not very active, particularly on the Ontario variety, the Japanese, however, are moving fairly well. Good samples of this last variety are to be had and the prices quoted are around $1.00 per bushel l than the Ontario variety.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 50
Do., hand-picked, bus.	....	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotenashi, per bus.	4 50	5 00
Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

Flour Business Quiet

Toronto.

FLOUR.—The increase in the price of flour last week has had very little effect upon stimulating the flour business. Some mills are running about half time while others are barely operating at all. It was intimated to CANADIAN GROCER that this small advance on flour is just the beginning and that higher prices would surely follow.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	11 70
Ontario spring wheat flour, in jute bags, per barrel	....	13 60

No Change in Mill Feeds

Toronto.

MILLFEEDS.—Supplies of millfeeds are still scarce and at the present time millers cannot see any relief for sometime to come.

MILLFEEDS—		
Bran, per ton	....	51 00
Shorts, per ton	....	58 00

WINNIPEG MARKETS

WINNIPEG, April 23—Following closely on the advance of Acadia Sugar, other refineries have increased prices $2.00 to $2.50 per hundred. Indications point to higher prices on syrups. Cereals are firm, but no price changes have been effected. The spice market is firm. Cloves have advanced 4 to 5 cents per pound. A shortage of certain lines of canned fruits is noted and prices are firm. The tea and coffee markets are both firmer and quotations expected to be higher.

Sugar Prices Advance

Winnipeg.

SUGAR.—Effective April 15, sugar prices in Winnipeg were increased from $2 to $2.50 per hundredweight. Even at this price, refined sugar is selling but slightly higher than raws in New York. Raws are still advancing rapidly in New York. Some Canadian refineries have withdrawn from the market. Two were closed down as a result of the switchmen's strike in the United States. Following closely on the heels of the jump in Acadia came another rise in the price of this grade.

Redpath granulated	19 55
St. Yawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Syrups Continue Strong

Winnipeg.

SYRUP.—Indications point to a further advance in syrup within a short time, due to the advances of sugar this week. Corn syrups remain very strong.

CANE SYRUP—		
Rogers, 2s	....	7 85
Do., 5s	....	9 35
Do., 10s	....	8 60
Do., 20s	....	8 75
CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	6 80
Cases, 10 lb. tins, white, 1 doz. in case	....	7 80
Cases, 10 lb. tins, white, ½ doz. in case	....	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	....	6 95
MOLASSES—		
2-lb. tins, 2 doz. case	....	7 85
3-lb. tins, 2 doz. case	....	11 05
5-lb. tins, 1 doz. case	....	9 00
10-lb. tins, ½ doz. case	....	8 75

Package Goods Firm

Winnipeg.

PACKAGE GOODS.—Advances in the prices of cartons are expected to boost prices of package goods, but in the meantime prices are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round cartons	5 35	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 60	4 25
Cooker Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornstarch No. 1, lb pkts., per lb	....	0 11
Laundry Starch in 1-lb. cartons, lb	....	0 11½
Do., in 6-lb. tin canister	....	....
Do., in 6-lb. wood boxes	....	....
Gloss Starch, 1-lb. pkt., 40 in case per lb.	0 11½	0 13¼
Do., 6-lb. tins, 8 to case, per lb.	....	0 14⅝
Celluloid Cold Starch, 1s, 45 in cs.	....	4 95
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case	....	4 60

Cereals Are Unchanged

Winnipeg.

CEREALS.—Cereals are firm, but no changes in price are effected.

Cornmeal, golden, 49-lb. sacks, per sack	....	2 40
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 00
Do., pot, 98-lb. sack, per sack	....	6 75
Buckwheat, Gritz, 100-lb. sacks	9 90	10 90
Rye Flour, 98-lb. sacks	....	5 25
Rolled oats, 80-lb. sack	....	4 35
Rolled wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Whole Yellow Peas, 60-lbs., per lb.	....	0 04
Do., green, 36 case, per case	....	3 75
Split Peas, 98-lb. sack, per sack	....	8 50

Nutmegs Are Scarce

Winnipeg.

SPICE. — Black pepper from the source is slightly easier. White is firmer. In the last ten days it has advanced about one cent per pound.

NUTMEGS, particularly, the larger sizes, are very scarce. Ginger is higher. Good grades of cassia are scarce. Cloves, which have been fluctuating greatly within recent times, have gone up again from 4 to 5 cents a pound. Japan chillies are scarce this year. Their color is very poor. New York prices are from 30 to 32 cents a pound, compared with prices of last year at from 20 to 24 cents a pound.

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 30
Do., 5-lb. boxes, per lb.	....	0 34
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 33
Japan chillies	0 30	0 32

Raisins Are in Demand

Winnipeg.

DRIED FRUIT.—Few lines of raisins are available for the trade in Winnipeg, and what quantities do come up are quickly bought up.

Evaporated apples, per lb.	0 24½	0 25
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
PRUNES—		
40-50s, per lb.	0 32½	0 33
50-60s, per lb.	0 27	0 28
60-70s, per lb.	0 25	0 26
70-80s, per lb.	0 24	0 25
80-90s, per lb.	0 21½	0 22½
90-100s, per lb.	0 20½	0 21½
In Cartons, per carton	....	1 38
Raisins—		
Cal. pkge., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20
9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	....	0 33
50-lb. boxes, choice, fancy, lb.	....	0 30

Canned Fruits Scarce

Winnipeg.

CANNED GOODS. — A shortage of certain lines of canned fruits, particularly raspberries, has developed this week. Otherwise the market is unchanged. There has been no further advance in jams, which went up to 15 per cent. recently.

CANNED FRUITS		
Apples, 6 tins in case, per case	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz.	....	4 00
Do., 2s, 2 doz. case, per case	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50
CANNED VEGETABLES		
Asparagus tips	....	2 75
Beans, Golden Wax	....	4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s,	....	4 50
Peas, standard, 2s	....	4 25
Do., Early June, 2s	....	4 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	4 50
Spaghetti, 1s	....	1 39
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	1 90
CANNED FISH		
Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz.	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Do., 2s	....	3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00

Nuts Remain Firm

Winnipeg.

NUTS.—The nut market remains firm, and prospects are for higher prices. prices.

NUTS—		
Pecans, in shells, per lb.	....	0 30
Peanuts, in shells, roasted, lb.	0 20	0 25
Do., green, per lb.	0 18	0 23
NUTS, SHELLED—		
Salted Peanuts, 10-lb. tins, tin	....	4 20
Spanish Valencia Almonds, lb.	0 62	0 65
Jordan Almonds, per lb.	....	0 75
Walnuts, Manchurian, per lb.	0 80	0 83

Strike Affecting Coffee

Winnipeg.

COFFEE.—There is a congestion of coffee supplies at New York. Local supplies are running very low. There will be a probable advance in prices if strike continues. Mexican coffee is very rice. One shipment ordered last Ju' was only received this week by a local firm.

COFFEES—		
Santos, per lb.	0 45	0 47
Bourbon, per lb.	0 46	0 48
Maracaibo, per lb.	0 52	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	0 55	0 59

Tea Market is Firmer

Winnipeg.

TEA. — Tea is becoming firmer. Strong tone in London market. The Indian market is closed, as its products have been sold for the season. Only the Ceylon and Java markets are open. Both are firm. Business is very good.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Bean Market is Weak

Winnipeg.

BEANS.—The bean market has developed a very weak tone, but holders express their opinion that this is temporary and prices will again be firmer.

White Beans, hand picked, 100-lb. bag, per bag	....	8 50
Do., fancy picked, 100-lb. bags, per bag	....	7 75
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rice Supplies Limited

Winnipeg.

RICE.—It is possible rice prices may go much higher than existing quotations. Supplies continue to be limited. Market is unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 17½
No. 1 Japan, 100-lb. sack, lb.	....	0 17¼
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18⅛
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 13½
Do., in less quantities	....	0 14
Tapioca, pearl, per lb.	0 13	0 13½

Fruit Shortage Likely

Winnipeg.

FRUIT.—The market for fruit is fair and the demand is good. It is not however as good as it might be on account of colder weather. There is a probability that a scarcity may ensue if the switchmen's strike in the United States continues. Prices are unchanged .

Navel Oranges—		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 75
176s, per case	....	10 00
200s, 216s, and smaller, per case	....	10 75
Cal. Blood Oranges, 176 and smaller, per case	....	10 50
Lemons, Cal., per case	7 50	8 00
Bananas, red, per lb.	....	0 11

Olive Supplies Are Low

Winnipeg.

OLIVES.—Olives are firm. The local

Continued on page 48

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 23.—The markets this week have been most unsteady, except in evaporated fruits, which maintain a steady level. New Zealand onions are due to arrive in two weeks and will sell at $12.00 per crate. Advances have been recorded on Keen's and Reckett's blue, Cowan's chocolate and cocoa, condensed milks, Lenox soap, canned fruits, Smith's and Wagstaff's jams. The Northwest Biscuit Co. announce a reduction of one cent per pound on bulk soda biscuits.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	6 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 67
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 45
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 80
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	2 00	2 75

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 23.—B. C. sugar soap ETAOIN SHRDLU MFWYP P has advanced $2.00 per hundred; Lenox soap, 25 cents per box; condensed milk, 50 cents per case; fine salt, 30 cents per barrel; shaker salt, 10 cents per case; blended jams, 4s, now quoted $9.00; Japan rice, 15½ cents per pound. Sago is lower, quoted at 11 to 13 cents per pound. Raisins have advanced, bulk seedless now 29 cents per pound, 11 ounce packages 21 cents. Local potatoes have advanced to $110.00 per ton.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 27½	0 30
Butter, creamery, lb.	0 70	0 74
Do., dairy, lb.	0 55	0 60
Lard pure, 3s	18 90	19 20
Eggs, new laid, local, case	....	13 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Filiatras Currants, lb.	....	0 26
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	....	110 00
Lemons	....	7 50
Oranges	6 00	8 00
Grapefruit	7 00	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, April 23.—Markets in general staples holding steady. Sugar has advanced again, now quoted at $19.10. Fish eggs are becoming more plentiful, now selling at 47 to 48 cents per dozen. The lard market is higher, now quoted at 31 to 31½ cents per pound. American clear pork has declined. Potatoes are holding firm at $8.00 per barrel.

Flour, No. 1 patents, bbls., Man.	....	15 10
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 40
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	18 50	15 00
Molasses	1 40	1 45
Standard, granulated	....	16 60
Sugar —		
No. 1, yellow	....	18 60
Cheese, New Brunswick	0 30½	0 31
Cheese, Ont., twins	....	....
Eggs, fresh, doz.	0 47	0 48
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	....	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	8 00
Lemons, Cal., case	6 00	6 50
Grapefruit, Cal., case	6 50	7 50
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

WINNIPEG PROVISIONS

Continued from page 50

Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
per bbl.	....	8 50
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	2 60
Do., Western, 20-lb. boxes, box	....	2 40
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	2 40
Do., Western, 20-lb. boxes, box	....	2 30
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 35
Do., Mixed, 9-lb. pails, per pail	....	1 25
Labrador Herring, 100-lbs. bbls.,		

Poultry is Unchanged

Winnipeg.

POULTRY.—The poultry market is about same, and prices remain unchanged.

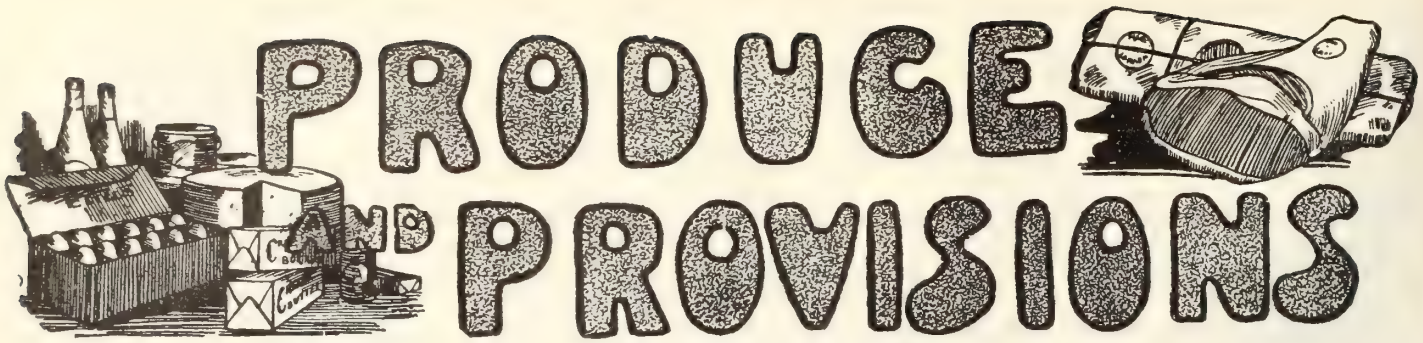
POULTRY—		
Turkey, live weight, lb.	0 23	0 28
Geese	0 15	0 19
Duck	0 16	0 18
Chickens	0 19	0 22

OXWELDED DEVICE COMBATS H. C. OF L.

This is the day of H. C. of L., plus—but it is also the day of new and crafty ways of sidestepping the onslaughts of the ugly ogre. The latest device to enlist on the side of the people is the detachable broom handle.

At first thought the broom handle seems inconsequential. Isolated and individually it is. Multiply it by some fifty millions or more, which probably approximates the number of brooms sold yearly in the United States, and you have something quite different.

The detachable broom handle is a brand new idea, and it is "taking." At the present time there is a factory in Vermont devoted exclusively to manufacturing brooms with this type of handle. The handle is of wood fitted into an oxywelded metal holder that clamps easily onto the brush of the broom. The metal part is light but very strong, being securely welded by the oxy-acetylene process, which not only makes it rigid but allows the entire piece to be neatly finished.



Many Grocers Oppose Margarine Regulation

General Storekeepers, Too, in Country Places Would Like to See the Manufacture and Sale of Oleomargarine Continued—Many Farmers Are Buying It

IN VIEW of the probability, according to present plans, that the sale of oleomargarine, and likewise the manufacture of the same, must cease by end of July of this year, W. C. Miller, secretary of the Retail Merchants' Association of Ontario, has undertaken to secure the opinions of grocers, and general merchants handling the same, in regard to the matter. With exception of a minimum of replies to the contrary, the voice of the grocers has been in support of a movement to have the law prohibiting its manufacture rescinded.

In a circular letter, widely disseminated, Secretary Miller points out that oleomargarine was introduced into Canada two years ago as a War Measure, and he draws attention to the fact that Canadian housewives now consider oleomargarine as being not only a factor in keeping down household expenses, but a product which has fully demonstrated its value as a food.

In spite of the ever increasing popularity of oleomargarine, the letter continues, its permanent sale in Canada is by no means assured. Unless at the next session of the Dominion Parliament this matter is again brought forward in the form of a bill permitting the continuance of the manufacture, importation and sale of oleomargarine, one of the most beneficial legislative measures introduced in recent years will automatically cease by expiration of the present statute.

The Retail Merchants of Canada are sufficiently interested, in view of the high market prices prevailing at the present time, to express their opinion in no uncertain manner on this question, and their voice in favor of a continuance of the Act should be sufficiently powerful to exert a real influence when the Government meets, to secure the co-operation and passage of a bill, which will rescue this much needed product from its present uncertain position and ensure its permanent establishment throughout the Dominion.

As stated above, the replies that have been received have been almost wholly in favor of the continuance of the sale of margarine. This is true not only in regard to the larger centres, but the general stores in the small country places have expressed their approval of the movement to have the Government change its policy in this matter. That farmers have been buyers of margarine to a very large extent is evidenced by the action of these general store merchants whose customers largely comprise farming communities. The action of the Ontario R. M. A. will be followed with interest, and the treatment it receives at the hands of Parliament, and its final outcome with more or less concern.

The Dried Egg Industry is Developing in Vancouver, B.C.

VANCOUVER.—The prepared egg industry in the Tien Tsin district, China, was started several years ago and was in a flourishing condition up to 1918, when it was severely affected by the food laws and war restrictions of various importing countries, particularly the U.S. In 1917 over 5,000,000 pounds of egg albumen and yolk, dried and moist, were exported, and in 1918 only 2,000,000 pounds. On the other hand exports of fresh eggs increased in 1918 by 472,000 dozens over that of 1917. The total export of eggs in 1918 amounted to 5,344,000 dozens.

When the dried egg industry was first promoted in the Far East all plants were equipped with trays and drums for drying purposes made of zinc, which resulted in a metal content in the product. A new method was then introduced by means of spraying or blowing the egg in a fine spray into a heated chamber. The resulting product is free from metal, and the various egg-drying plants in the interior, which are largely in the hands of Chinese, are gradually converting their establishments into spray plants, the initial cost of whose installation amounts to about $20,000.

There is, however, a greater demand for moist eggs, not only in Europe, but also America, where the consumer does not take kindly to powdered albumen. Although there is in America a good demand for the powdered yolk, local manufacturers cannot be expected to sell the yolk without at the same time disposing of the albumen. The result has been an increase in the exportation of moist albumen and moist yolk and of fresh eggs. Frozen eggs are not shipped from this port as yet owing to the fact that no refrigerator steamers ply to and from Tien Tsin. An American company is building a plant in Tien Tsin and will soon have a steamer with cold-storage equipment operating between here and San Francisco for the transportation of frozen meat and eggs.

There are 13 albumen factories located in this district, 11 of which are Chinese and three foreign. The Chinese concerns, with the exception of the Ching Sing Egg Company, are of the usual type of egg product factory and have no machines, but the foreign companies, which are managed by American and French, have installed American drying machinery for the manufacture of their products. These companies have passed the purely experimental stage and are doing well.

An Opportunity to Learn About Canada's Fisheries

National Convention of the Canadian Fishing Association Will be Held in Vancouver on June 2, 3 and 4—British Columbia Fishing Concerns Would Like to See East Well Represented

VANCOUVER, April 20.—What do you know about Canada's fisheries?

Here's your opportunity to learn.

The national convention of the Canadian Fishing Association will be held in Vancouver June 2, 3 and 4. It promises to be one of the biggest and best organized conventions that have ever been staged in this city of many conventions. Everything in connection with the catching and packing of fish will be shown to the visitors. Steamers have been chartered to take the delegates and their wives to the fishing grounds and to the many points of interest adjacent to Vancouver. There will be gathered together, according to the local officials, a greater number of experts and authorities on fishing, hatcheries, canning and marketing than has ever been attracted at any previous gathering of the kind. The Hon. Mr. Ballantyne, Minister of Fisheries, is expected, also W. A. Found, Superintendent of Fisheries. Hon. Mr. Sloan as well as the Premier will be present. The Governor of the State of Washington, the Assistant Secretary of the State, and also the well-known authority, Dr. Smith, will represent Washington, besides the many packers and exporters interested. The fish and game commissioner of California has expressed his wish to be present. Officials from the Department of Inland Fisheries, Alberta, have been invited, and in fact every official and authority on fish and fisheries on both sides of the line is expected.

As Mr. Burke, of the Wallace Fisheries, Ltd., says: "I would be glad to see the wholesalers and brokers from the East, the Maritimes, and the Prairies at this convention. There is no doubt that anyone interested in fish would find the convention very informative. They would all be pleased to meet the people with whom they are doing business, and, although one could correspond for years, there would never develop the cordiality and mutual understanding that a couple of days' association could engender. We can assure all a splendid time—an instructive convention—and incidentally a most enjoyable holiday in a beautiful country in a splendid season. We have made reservations at the Vancouver Hotel and would urge those contemplating the trip to send in their names for accommodation."

As the national convention of the Canadian Manufacturers' Association takes place in Vancouver on the following 7th, 8th, and 9th, it affords a splendid opportunity to attend both the conventions.

SALMON WILL SOON BE IN THE CAVIAR CLASS!

ASTORIA, April 8.—By far the highest price in the history of the industry on the Columbia River will be paid for Chinook salmon during the season which opens on May 1, if the demands of the fishermen, presented to-day, prevail.

The Columbia River Fishermen's Protective Union has set the price at 14 cents a pound for small, or cannery fish, those weighing less than twenty-three pounds each, and 16 cents a pound for large or cold-storage fish, those weighing twenty-three pounds each or over. This is an advance of 2 3-4 cents a pound for small fish, and 4 3-4 cents a pound for large fish over last year's figures.

VANCOUVER FRUIT MEN ELECT OFFICERS

That there is a considerable increase in the number of retail stores opening up in Vancouver was indicated in the report of Secretary R. D. Dinning, of the Vancouver Wholesale Fruit and Produce Association, whose annual meeting was held last night at the Little Brown Inn. It was pointed out in the report that last year the association was called upon to rate three times as many accounts as in the previous year, indicating that many new businesses were opening up. The necessity of paying closer attention to credits was dealt upon.

Mr. Thomas Scott of Hayward & Scott was elected to the chief executive position, succeeding "Ernie" L. Fraser of Oscar Brown & Co. The new vice-president is A. Littlehailes of Rainsford & Co., and the directors are as follows: C. B. Balfour of A. P. Slade & Co., J. L. Bamford of P. Burns & Co., J. Drysdale, E. L. Fraser, C. P. Wood of F. R. Stewart & Co. Mr. Dinning was re-elected secretary.

In presenting his annual report Mr. Fraser referred feelingly to the passing of Mr. John McMillan, who had been elected to the presidency at the last annual meeting. He told also of his recent visit to Ottawa, touching upon the Egg Marks Act and the grading of potatoes and onions.

The meeting decided to give all the travellers a holiday from Saturday, August 14, to Monday, August 23, and expressed the hope that the wholesale grocers would do the same.

RE SALE OF FLAVORING EXTRACTS

R. D. Dinning Interviews the Attorney-General

VANCOUVER.—Manager R. D. Dinning, of the Canadian Credit Men's Trust Association, returned last night from Victoria, where, on behalf of the Extract Manufacturers' Association, he interviewed Attorney-General Farris with respect to the proposed amendments to the British Columbia Prohibition Act. In connection with the sale of essences, which, under an amendment, will be confined to 4-ounce bottles, Mr. Dinning asked for an extension of six months in which to dispose of present stocks of the larger sized bottles.

The Attorney-General informed Mr. Binning that instead of making that section of the amendment effective immediately, he would introduce a further amendment giving the trade until June 1 to sell their stocks. The credit man was informed that the amendments would probably pass the House this week.

NOT GOOD TIME TO MARKET CANNED SALMON IN EUROPE

Not Enough Profit Allowed to be Attractive

VANCOUVER—H. O. Bell-Irving, who returned recently from visiting England and France, reports conditions in the Old Country very unfavorable for marketing British Columbia salmon at the present time, due to Government control. There is little inducement to ship this commodity to Great Britain owing to the narrow margin of profit governing the transaction.

A SPECIALIZED APPEAL GETS ATTENTION

One retailer wrote a series of advertisements, each addressed to some particular class of readers — Artists, Bankers, Merchants, Policemen, etc. He found that the specialized appeal made a greater impression than an advertisement more general in character.

Special Boxes Used for Delivery

George Graham, Montreal, Uses Collapsible Boxes for Delivery Purposes, Each Order Being Placed in an Individual Box—Helps in Assembling 'Phone Orders

(By Staff Correspondent)

BY THE adoption of a delivery system in which specially made boxes are employed, the drivers in the service of George Graham, grocer of 572 St. Catherine Street W., Montreal, are materially assisted in the carrying out of their duties, and, as this lessens the possibilities of the many little mistakes that crop up again and again in any delivery service, it is a system the successful grocer would be well advised to consider.

In the first place, the above-mentioned store is a very busy one catering to the better class trade. Nowadays, a very considerable portion of the day's business is transacted over the telephone. Whether or not this is a satisfactory way of shopping, from the point of view of the buyer, is neither here nor there. Sufficient that a vast number of people are satisfied to shop in this way, with the result that the grocer is faced with the problem of providing an efficient delivery service, for in nearly all cases the telephoned order is required to be quickly delivered.

While on this matter it would be well to consider that the order taken over the telephone is as important as the one taken over the counter. This is the view taken by Mr. Graham, and to that end all possible care is taken to give complete satisfaction to the customer, who has, to a great extent depended upon the good taste and judgment of the grocer. He could if he wished to ruin his trade and reputation, deliver inferior articles but he would probably only do it once. The modern customer knows there is enough competition in this field for her to demand and get the very best service.

The progressive grocer also recognizes this fact. In consequence every attention is given to the assembling of the 'phone order. The success of paying strict attention to these details is reflected in this large and very prosperous store, and, as Mr. Gaffney (the manager) remarked to CANADIAN GROCER, "The success of a modern grocery business depends upon a reliable and efficient delivery system."

Collapsible Delivery Boxes

As each order is "put up" by the clerk it is placed in an individual box. This obviates the worry commonly occasioned the driver who has a number of small packages for the same house. The jolting of the wagon is apt to upset things very considerably no matter how carefully the order was placed in position in the rig. By confining the order for one house in one box this possibility is done away with. Any mistake then lies with the man who put up the order and not the driver, who, in so many cases, is forced to accept the blame for anything that merits censure. These boxes are specially made for the purpose, and are collapsible. When not in use they take up very little room in the store or delivery wagon. Not only does their collapsible nature conserve space, but it also overcomes the possibility of some small article being left in a corner. One occasionally hears that a driver left a small parcel in a corner of the box and took it away with him, but in this case the driver is required to collapse the box before leaving the house, thus ensuring that nothing remains.

A Saving of Paper and String

Another advantage is the very considerable saving on wrapping paper and string. Large orders require a deal of paper, and paper is a very expensive commodity these days. String is also very high and when one takes consideration that it costs about three cents for the necessary wrapping of a 7 lb. order of sugar, one can arrive at some idea of the saving on a parcel that would require several times as much paper and string. Of course there are many things it is necessary to wrap, but there are also many more that can be placed in the box in just the same condition as they come to the store in the first place.

Another advantage of this special system of delivering orders is the help it gives to the driver. All the different parcels for the one house are contained in the box and all that is required of him is that he deliver to where the box is addressed. This is of very great assistance to him, not only in that it saves him a deal of unnecessary trouble but it also saves the time so often lost in searching the rig for a parcel that may have shifted under something else during transit.

These boxes are made to one size and pattern, and are, in the opinion of their users, the only things for the building up of an efficient and considerably cheaper delivery system.

GENERAL MARKETS

Continued from page 44

and general Canadian supplies are running out. This is due to the fact that last year the crop ran to large sizes mainly.

Vegetables in Active Demand

Winnipeg.

VEGETABLES.—Vegetables are on the market in good quantities and the demand is fair. The prices have not changed since last week to any great extent.

Potatoes, per bushel	3 50	4 00
Turnips, per cwt.		3 00
Beets, per cwt.		4 00
Carrots, per cwt.		4 00
B.C. onions, per cwt.		8 00
Cabbage, per cwt.		8 00
B.C. apples, box		3 50
Ontario apples, box		3 50
Tomatoes, Mex., per lug, 30 lbs		5 00
Cauliflower, per case		4 50
Fresh rhubarb, lb.		0 27
Head lettuce, per case		5 50
Do., per dozen		1 50
[illegible] lettuce, dozen		0 70
[illegible], per crate		14 50

VANCOUVER

Australian Marmalade

Vancouver.

MARMALADE.—A fine quality of orange marmalade has made its appearance in Vancouver. It is manufactured in Australia. It sells to the retailer at $4.25 per case of 24 No. 2s, about 17 cents per pound. It is said that this is 25 per cent. less than any other sized tins on the market. A shipment of 500 cases made up the consignment.

English Chocolates Again

Vancouver.

CHOCOLATE.—The first shipment of English chocolate since Christmas is being distributed along Water Street, Vancouver, this week.

Jams Have Advanced

Vancouver.

JAMS.—Wholesalers in Vancouver report an advance of $1 per case on local compound jam and 1 cent per pound on bulk.

Package Cereal Arrives

Vancouver.

PACKAGE GOODS.—For the last several weeks Shredded Wheat has been off this market, but a shipment has just been distributed along the row at the new price of $4.90 per case. The shipment was quickly absorbed by the wholesalers.

Vegetables Are Scarce

Vancouver.

VEGETABLES.—The railway strike in the U. S. is responsible for shortage of green stuff on the street. They refuse to accept shipments of perishables. The high prices asked for head lettuce has caused dealers to rebel and they are turning to leaf lettuce, which, from being a drug on the market has experienced a good demand and jumped from 75 cents to $1.56 per crate. Tomatoes also jumped $1 a crate, now selling at $6.50 against the $5.50 rate which has prevailed for weeks. Cucumbers have declined $1 with freer arrivals, and now stand at $4 per dozen.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 23—The markets here in produce are very firm with whisperings of higher prices in early vegetables before the week is out. The strikes in the United States have been instrumental in keeping the market very strong with a tendency to a shortage in some more perishable lines. The price of live hogs has gone up one cent a pound this week and with it the price of pork throughout the list of meats. Both frozen mutton and lamb are on the list of increases. The fresh supply of lake fish has not begun to come in yet, but on account of the dull market in that line the prices have suffered a slump. The prices of lard are firm, but shortenings are priced a little lower. Eggs are very firm again on account of the demand for shipping and packing.

Higher Prices on Pork

Montreal.

FRESH MEATS.—A jump in the price of live hogs this week has been the signal for higher prices in all forms of pork. Live hogs are worth $21.00 per cwt., an advance of from ½ to 1c per lb. Leg of pork is now worth 33c; trimmed loins, 40c; trimmed shoulder, 31c. This is all an advance of 5 and 6c per lb. over the prices quoted last week.

BEEF.—The market is very firm this week and the prospects are that an advance will be announced in the near future. Beef steaks are probably a little higher, already 33c per lb. being asked.

Frozen lambs are quoted at 30c and fresh lambs are worth 40c, an advance of two cents per lb. over last week's prices.

FRESH MEATS

Hogs, live (selects)	21 00
Hogs, dressed Abattoir killed, 65-90 lbs.	30 00
Fresh Pork	
Legs of pork, foot on	0 33
Loins (trimmed)	0 37
Loins untrimmed	0 37
Bone trimmings	0 24
Trimmed shoulders	0 31
Untrimmed	0 28
Pork Sausage (pure)	0 24
Farmer Sausages	0 18

Fresh Beef

(Cows)			(Steers)	
$0 19	$0 22	..Hind quarters..	$0 30	$0 33
0 12	0 14	..Front quarters..	0 15	0 20
....	0 27	..... Loins	...	0 45
	0 22	..... Ribs	...	0 35
....	0 12	.... Chucks	...	0 18
...	0 18	..... Hips	....	0 26

Calves (as to grade)	0 22	0 28
Lambs, 50-80 lbs. (whole carcass), lb., frozen	....	0 30
Do., fresh	....	0 40
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 20

Big Demand for Eggs

Montreal.

EGGS.—This week makes a strengthening in the egg market. Prices are exceedingly firm at 52c. This season of packing and export is on and is responsible for the stiffening in prices. The production is still all that can be expected, but the demand for packing has been greatly increased.

Slump in Shortenings

Montreal.

SHORTENING.—The market is very slow in this line and the prices have taken a slight decline. Probably a cent and a cent and a half a lb. is the measure of the slump.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 26¼
Pails, 200 lbs., per lb.	....	0 27½
Bricks, 1 lb., per lb.	....	0 28½

Fish Market Lower Priced

Montreal.

FISH.—The first car of Pacific fresh fish arrived in Montreal this week. Along with this shipment is the first fresh spring salmon. There is a general falling off in fish prices this week. The lake fish have not yet begun to come in. The oyster season is completely done. There are good supplies of salt and smoked fish coming in and the prices are on the downward trend.

FRESH FISH

Haddock	....	0 07
Steak cod	....	0 11
Market cod	0 07	0 07½
Mackerel	....	0 18
Flounders	0 10	0 12
Prawns	....	0 50
Live Lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 33
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Halibut	....	0 27

FROZEN FISH

Gaspereaux, per lb.	0 06	0 07
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	0 14	0 15
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	18 00
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

ONTARIO MARKETS

TORONTO, April 23—The markets for produce and provisions are slightly firmer. Fresh meats have advanced one to two cents per pound. Hams and bacon are higher, also cooked hams are quoted two cents per pound up. The egg market is firmer, due to the fact that storage operations are now under way. The butter market is easier and quotations are one cent per pound down. Cheese is steady, also lard and poultry.

Fresh Meat Prices Hold

Toronto.

FRESH MEATS.—The market for fresh meats is firm with higher prices quoted on some pork cuts. On some cuts beef quotations are one to two cents per pound higher. Spring lamb is scarce and quotations are from $14.00 to $18.00 each.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	25 00	26 00
Live off cars, per cwt.	....	20 75
Live, fed and watered, per cwt.	....	20 50
Live, f.o.b., per cwt.	....	19 50
Fresh Pork		
Legs of pork, up to 18 lbs.	...	0 36½
Fresh hams	...	0 38
Loins of pork, lb.	...	0 41
Tenderloins, lb.	...	0 60
Spare ribs, lb.	...	0 25
Picnics, lb.	....	0 25
New York shoulders, lb.	....	0 29½
Boston butts, lb.	....	0 33½
Montreal shoulders, lb.	...	0 30½
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 35	0 38
Hips, lb.	0 23	0 25

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 24	0 26
Spring lamb, each	14 00	18 00
Yearling lamb, lb.	0 32	0 34
Sheep, whole, lb.	0 16	0 20

Above prices subject to daily fluctuations of the market.

Ham and Bacon Higher

Toronto.

PROVISIONS.—Ham and bacon have advanced one to two cents per pound on some lines. Supplies of ham are short, and quotations are two cents per pound higher. The best hams are quoted at

40 to 42 cents per pound. Boneless and skinned back bacon at 54 to 57 cents per pound and breakfast bacon ranges from 42 to 52 cents per pound according to trim.

Hams—		
Medium	0 40	0 42
Large, per lb.	0 33	0 34
Heavy	0 29	0 30
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av., 80-90 lbs.	....	0 25
Clear bellies, 15-30 lb.	....	0 2[illegible]
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 16-20 lbs.	....	0 30

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	42 00
Short cut backs, bbl. 200 lbs.	....	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	....	50 00
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Advance

Toronto.

COOKED MEATS.—Cooked hams have advanced two cents per pound; now quoted at 56 to 59 cents per pound. Headcheese is also quoted one-half cent per pound higher. Business is reported excellent on these lines.

Boiled hams, lb.	0 56	0 59
Hams, roast, without dressing, lb.	0 57	0 60
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Egg Market is Firmer

Toronto.

EGGS.—The situation in the egg market is firm. Storage operations are now underway and is taking care of any surplus that reaches the markets, consequently the price has stiffened. Quotations this week are about one cent per dozen higher.

EGGS—		
Fresh	....	0 51
Fresh selects in cartons	....	0 53

Prices shown are subject to daily fluctuations of the market.

Butter Has Declined

Toronto.

BUTTER.—The butter market has developed an uncertain feeling and quotations on creamery are one cent down from last week. Very little dairy butter is being offered and most of that is of uncertain quality.

BUTTER—		
Creamery prints	0 66	0 68
Dairy prints, fresh, lb.	....	0 59
Dairy prints, No. 1, lb.	....	0 56

Cheese Continues Steady

Toronto

CHEESE.—The market for cheese is steady. Some export business has materialized which has had the effect of steadying the market. Quotations are as follows:

CHEESE		
Large, old	0 30	0 31
Do., new	0 27½	0 29
Stilton	0 32	0 34

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Margarine is Unchanged

Toronto.

MARGARINE.—There is a normal demand for margarine and prices are unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37½
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Shortening Rules Steady

Toronto.

SHORTENING. — The market for shortening remains steady. Quotations range from 27 to 29 cents on the tierce basis.

SHORTENING—		
1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

Lard Market Easier

Toronto.

LARD.—The lard market is somewhat easier. Quotations are 28 to 28½ cents per pound tierce basis.

Tierces, 400 lbs., lb.	0 28	0 28½

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Fish Prices Hold

Toronto.

FISH.—Very little business is noted in the fish market these days. Stocks are small but prices hold.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 15	0 17
Do., medium	....	0 19
Fresh Whitefish	...	
Fresh Herring	...	
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Coho	0 20	0 22
Halibut chicken	....	0 13
Do., Qualla	0 10	0 11
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickerel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel	....	0 30
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 19
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry Business is Fair

Toronto.

POULTRY.—There is a fair demand for poultry and prices are well maintained. Fish supplies are arriving in sufficient quantities to meet the demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	-$0 30	-$0 35
Do., young, lb.	- 0 40	- 0 45
Roasters, lb.	- 0 30	- 0 35
Fowl, over 5 lbs.	- 0 40	- 0 38
Fowl, 4 to 5 lbs.	- 0 35	- 0 35
Fowl, under 4 lbs.	- 0 30	- 0 30
Ducklings	- 0 40	- [illegible]
Geese	- 0 20	- 0 25
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	- 0 30	- 0 35

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	....	0 42
Do., light	0 28	0 40
Chickens, spring	0 28	0 40
Ducklings	0 40	0 45
Geese	0 25	0 30
Turkeys	0 45	0 55

WINNIPEG MARKETS

WINNIPEG, April 23—The hog market shows evidence of being very steady next week. Receipts were light during the week. There is a scarcity of dairy butter still. Egg receipts are slow and there has been an increase in the price of creamery butter.

Hog Receipts Are Light

Winnipeg.

HOGS.—The hog receipts on the market this week are very light, with the result that the market kept firm. The prospects are for a steady market.

HOGS—		
Selected, cwt.	....	20 00
Heavy, cwt.	....	18 00
Light, cwt.	17 50	18 00

Egg Receipts Are Slow

Winnipeg.

EGGS.—Receipts are slow. Market has been stronger during the last few days. The market is expected to become stronger as a result of colder weather and prices will advance. Quotataions are 44 to 45 cents per dozen.

Creamery Butter Higher

Winnipeg.

BUTTER.—Creamery butter is selling at 72 cents per pound to the trade, an increase of 2 cents over last week. Dairy butter is still scarce. In fact it is impossible to obtain further supplies at present.

BUTTER—		
Finest creamery	....	0 72
Margarine, 1s	....	0 38

Cheese Market Steady

Winnipeg.

CHEESE.—The cheese market was steady this week, while prices were unchanged.

CHEESE		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Fish Supplies Plentiful

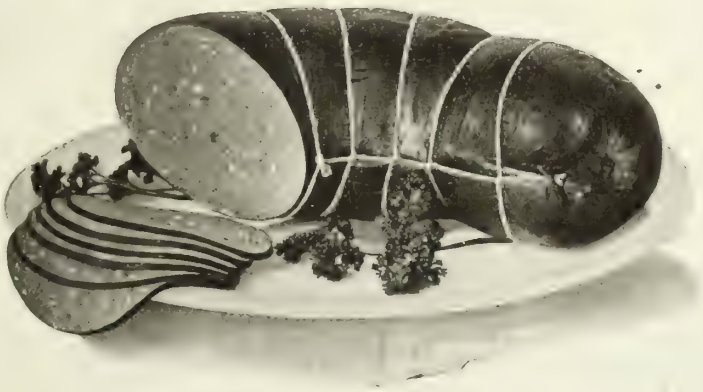
Winnipeg.

FISH.—Fish prices remain steady, with supplies good.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½

Continued on page 45

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

We guarantee all our bologna to contain **no artificial coloring whatsoever.** The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

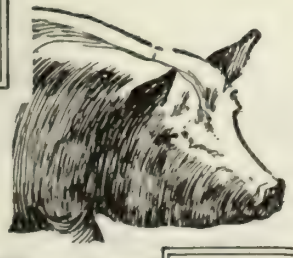
Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL



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Sea Foods

have behind them a quality reputation that spells quick turnovers for Brunswick dealers—a reputation that is the result of years of concentrated effort in the perfecting of high-grade, wholesome Fish Foods.

The success of our efforts may be judged from the confidence of the public in the reliability of sea foods bearing the Brunswick Brand trade-mark, a confidence that is building better business for the dealers featuring these popular quality products.

Ideal location and best possible equipment are two big factors in producing the big sales which are so characteristic of Brunswick Brand lines. Our plant (which is one of the finest on the Atlantic coast), is so situated that we never fail to secure the very choicest pick of the season's catches. Our methods of processing and packing the fish eliminate all possibility of customer-dissatisfaction, and make firm friends of first purchasers.

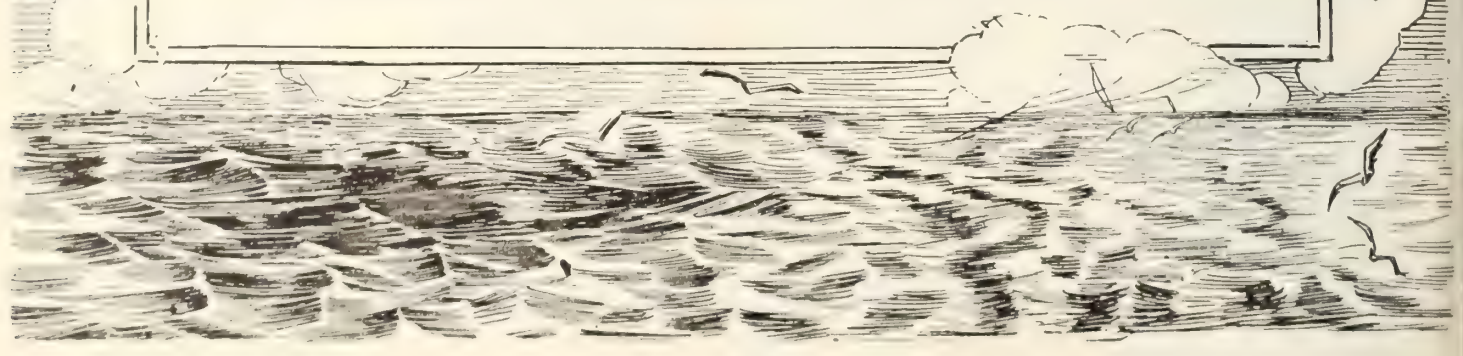
Get the Brunswick line on your shelves and let Brunswick Brand reputation build up your fish food sales.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.



Armour's

Veribest

Square Sandwich Boiled Ham

The rind, surplus fat and bone is removed. The ham is then wrapped in cheesecloth which has first been sterilized. It is then pressed into a sanitary metal container, in which it is cooked. This container draws the meat firmly together.

When placed in the slicing machine, it is not necessary to press down on the meat to hold it firmly in position, while the knives are operating. Thus every slice comes away without any breakage whatsoever of the texture of the meat. There is absolutely no waste as the meat may be sliced and used from one extreme to the other.

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Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
¾ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

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It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business.

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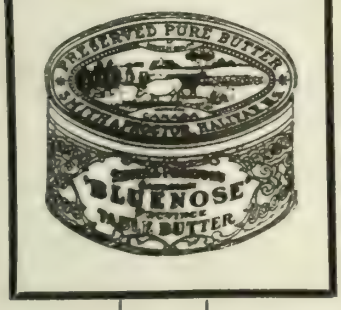
H.P. SAUCE



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It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

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SOLE PACKERS
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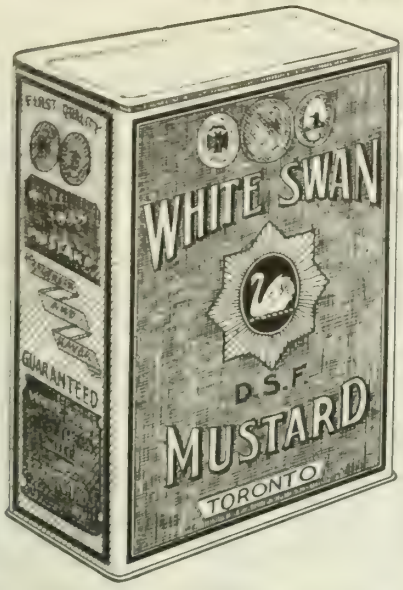
Royal Acadia comes in 2 and 5-lb. cartons, 10, 20, 100-lb. bags, half-barrels and barrels.

Let your next order be "Royal Acadia."

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA



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The well-known
"made in Canada"

White Swan Mustard

Why pay more for imported mustards, Mr. Grocer, when you can buy this better mustard at a better price.

White Swan Mustard is made from the finest English seed in our own Canadian factory, and its superior flavor and greater strength have made it the leader in its line.

White Swan Mustard is attractively packaged in:—

¼ pounds $2.25
½ pounds 4.00

White Swan Spices & Cereals Limited

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Junket
MADE *with* MILK

The housewife's economical answer to all dessert problems. "Junket" is delicious, wholesome and highly nutritious and its wide variety of uses makes it an excellent seller. It is sold in a 10-tablet package, retailing at 15 cents, with an excellent profit.

Junket Powder (Nesnah)

is a Junket in powdered form—made in a jiffy. It comes in four flavors in attractive packages, retailing for 15 cents. Its great economy and deliciousness will appeal to your customers. Try a sample order of those two favorites.

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CARPENTERS' MAGAZINE

Could you give me any information as to a paper or magazine relative to the carpenter's trade that is published in Canada? —F. Russell Phillips, Mantario, Sask.

Answer.—The only ones we know of, published in Canada, are: "Canadian Builder," care of Commercial Press, 51 Wellington St. W., Toronto; "Contract Record," and "Canada Lumberman and Wood Worker," published by Hugh C. Maclean Publishing Co., 347 Adelaide St. W., Toronto, Ont.

STENCILS FOR SHOW CARDS

Can I get such things as stencils for decorating and figuring show cards? If so, would you kindly send me name and address of anyone supplying same? Thank you.—Geo. Parrett, Messrs. Donaldsons Ltd., 555 Sixth St., Brandon, Man.

Answer.—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg. Co., 93 Church St., Toronto, Ont.; Toronto Stamp & Stencil Co., 137 Church St., Toronto; Hamilton Stamp & Stencil Works, Hamilton, Ont.; Montreal Stencil Works, Montreal, Que.; Walker & Campbell, Montreal, Que.

PAPERS FROM BOARD OF COMMERCE

Do all lines of business such as dry goods and drug stores receive paper from Board of Commerce like the retail grocers? —O. L. Krechner, Niagara Falls, Ont.

Answer.—Only those lines of business which are being subjected to investigation by the Board of Commerce or which are likely to be subjected will receive papers from the Board of Commerce.

SYRUP PAILS

Can you advise us where we can obtain syrup pails?—The Dominion Molasses Co., Ltd., Halifax, N.S.

Answer.—We would refer you to Whittall Can Co., Montreal, and American Can Co., Hamilton, Ont.

RAYO LAMP CHIMNEYS

Where can I buy Rayo lamp chimneys?—Thos. W. Sword, Maple Lake Station, Ont.

Answer.—You would be able to buy Rayo lamp chimneys from Rochester Lamp Co., Church St., Toronto, Ont.; Gowans Kent Co., Toronto, and Knight Bros. & Rant, Richmond St. E., Toronto.

PRODUCE DEALERS IN TORONTO

Is there any paper published in Toronto giving the advertisements of the principal produce dealers of that city, and general produce review? A paper that supplies the same need in Toronto as the "Trade Bulletin" does in Montreal.

If there is none where can I get a list of the principal produce dealers in Toronto? Any information will greatly oblige.—H. E. Harmer Estate, Thamesville, Ont.

Answer.—There is no paper published in Toronto giving the advertisements of the principal produce dealers and general produce review.

Following is a partial list of the principal produce dealers in Toronto: Bowes Co., Limited, Welington St., E.; John J. Fee, 64 Front St. E.; The Harris Abattoir Co., Ltd., St. Lawrence Market; Gunns Limited, 78 Front St. E.; W. T. McDonnell, 90 Colborne St.; Marshalls Co., Ltd., 68 Front St. E.; Canadian Packing Co., Ltd., Bathurst St.; Swift Canadian Co., Ltd., West Toronto; The Wm. Davies Co., Ltd., 521 Front St., E.; I. W. Steinhoff, 32 Church St.; Stronach & Sons, Church St.; R. B. Bond, 167 Bay St.; Whyte Packing Co., Ltd., 64 Front St. E.; Puddys Limited, 60 Paton Road; MacIver Bros. Co., Foot of Cherry St.; J. S. Hawley Co., Ltd., 215 Church St.; Skillings Limited, 11 Myrtle Ave.

MORE BALED WASTE PAPER

Can you advise us about what price we can obtain for baled waste paper or with whom we can correspond about the matter? —J. D. Ells & Son, Kingsport, N. S.

Answer.—For prices on baled waste paper and with whom to correspond about same. We have mailed advertisements of E. Pullan & Co., and Climax Baler Co., from CANADIA NGROCER, which will give some information, also the following list of firms: E. Pullan, Maud St., Toronto; J. H. Walker & Company, Montreal, Que.; Canada Waste Paper Company, Montreal, Que.; Factory Waste & Metal Company, Montreal, Quebec; Toronto Mill Stock & Metal Co., Montreal, Que.; H. Gray & Co., Montreal, Que.; N. Grief & Co., Montreal, Que.; The Quebec Bag and Metal Co., Quebec, Que.

POTATO BROKERS

I have a few carloads of potatoes which I would like to ship to Toronto or Montreal. You would greatly oblige by putting me in touch with dealers or brokers to whom I could safely ship these two cars of potatoes. —H. D. Chaisson, Lamoque, N.B.

Answer.—Regarding where you could ship a few carloads of potatoes in Toronto or Montreal, we suggest that you write the following firms: White & Co., Toronto, Ont.; Hugh Walker & Son, Guelph, Ont.; Geo. Vipond & Co., Montreal; Bell-King Co., Montreal, Que.; Stronach & Son, Church St., Toronto; Wm. J. Patterson, 86 Colborne St., Toronto; A. A. McKinnon, 74 Colborne St., Toronto; W. J. McCart, Toronto.

USED TIN CANS

Are used tin cans of any value; if so who buys same and what price per ton are they? —South End Grocery, 960 Sixth St., Brandon, Man.

Answer.—We find from some of the tinware manufacturing concerns here that there is hardly any market for them, as they would have to be perfectly clean to be of any use and the cleaning and repairing would not pay them. Whittall Can Co., Montreal, or the Macdonald Mfg. Co., Spadina Ave., Toronto, might give you some information regarding clean scrap tin if you care to write to them.

BODIES FOR FORD TRUCKS

Please give me information on the following: Commercial bodies for Ford Trucks. —P. H. Reed, Middleton, N.S.

Answer.—For commercial bodies for Ford trucks, we would refer you to the following firms: Acason, Galusha & Rudd, Walkervile, Ont.; Wm. Gray & Sons, Chatham, Ont.; Guy Matthew Co., Oshawa, Ont.; Hutchinson & Son, Toronto, Ont.; Toronto Auto Top & Body Co., 137 Simcoe St., Toronto; Dowell, Daniel, Montreal, Que.; Ledeaux Carriage Co., Montreal, Que.; Robt Elder Carriage Works, Soho St., Toronto, Ont.

DUTCH SETS

I would like the address of an advertiser of Dutch Sets onions which appeared in CANADIAN GROCER in March, April or May, 1919.—John H. Laird, 110 Main St., Galt, Ont.

Answer.—The address of advertiser, who had Dutch sets for sale in May, 1919, is J. Gascho & Son, Zurich, Ont.

We would also refer you to White & Co., Toronto; H. J. Ash, Church St., Toronto, Ont., and Hugh Walker & Son, Guelph, Ont.

CARDS FOR WINDOW DISPLAY

Please give us a list of firms that make small sign cards for window display.—James Crawford, 182 Princess St., Kingston, Ont.

Here is a list of firms we believe you could purchase small sign cards for window display: Ad. Specialty, Box 419. Antigonish, N.S.; Frank G. Schuman, 168 North Michigan Ave., Chicago, Ill., Day Sign Co., 149 Victoria St., Toronto, Ont.; Lamb & Wyatt Gerrard and Yonge Sts., Toronto, Ont.; Toronto Sign Co., 115 Bay St., Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

Are You Selling Robinson's

PURE CAKE, ICE CREAM CONES?

If so write us for some of our **Beautiful Decalcomania Transfer Signs** for your windows.

Our National Advertising for these Cones has started and by having some of these **Beautiful** signs in your windows you will double your sale for

ICE CREAM CONES

Write to-day to

MAPLEX CRISPETTE CO., LIMITED, MONTREAL

Exclusive Sales Agents for British Columbia and East of the Great Lakes

Jobbers please write us for a supply of these signs

No other individual or concern authorized to sell or take orders for ROBINSON'S CONES

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

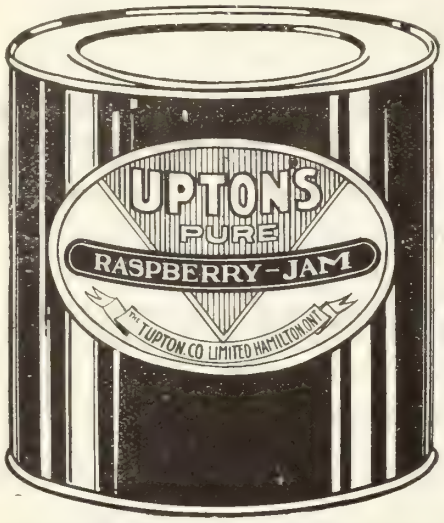
Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

UPTON'S
PURE JAMS AND MARMALADES

Just made of fruit and pure granulated sugar. Upton's have been making good Jams and Marmalades for more than twenty-five years. Your customers will appreciate their goodness and come back for more.



Upton's Advertising

is covering Canada every week. It is making new customers every day. Stock Upton's goods and cash in on the demand. Write for store cards and recipe books.

THE T. UPTON COMPANY
HAMILTON, CANADA

Selling Agents:

S. H. MOORE & CO. Toronto
GAETZ & CO. Halifax, N.S.
P. H. COWAN & CO. St. John's, Nfld.
ROSE & LAFLAMME, LTD. Montreal
SCHOFIELD & BEER St. John, N.B.
SCOTT-BATHGATE CO. Winnipeg, Man.

Count on these three for profit and customer satisfaction

Made-in-Canada By An All-Canadian Condensed Milk Company

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and prepay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED
An All-Canadian Condensed Milk Company
ST. GEORGE, ONT.

BRODIE'S XXX SELF-RAISING FLOUR

will please your Customers for making Cakes, Pies, Muffins, Etc. You will find Brodie's XXX Self-Raising Flour does the work "Satisfactorily".

Recommend Brodie's to Your Trade

BRODIE & HARVIE, LIMITED

MONTREAL

BUSY! BUT YOU WON'T MIND

Push your flour sales by selling Purity Flour, milled from good, strong Western wheat. Purity Flour makes a grocer work hard because increasing flour sales increase the sale of goods used in baking flour, whose name is legion.

PURITY FLOUR

(Government Standard)

makes customers for your sugar, your butter, your eggs, baking powder, shortenings and about a hundred other lines. Build your business on the popular, well-advertised Purity Flour.

Western Canada Flour Mills Co., Limited

Head Office - - - TORONTO

Branches at : Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

"McCormick's Jersey Cream Sodas, please"

Every merchant knows the steady demand for McCormick's Jersey Cream Sodas.

The wide-awake merchant will stock up with goods which are in the greatest demand.

The consumer always demands quality. That is why McCormick's enjoy a national demand.

Always Crisp *Always Fresh*

The sealed package is the secret of that just-out-of-the-oven crispness. Quality goods means bigger sales.

Bigger sales mean bigger profits for the merchant.

The McCormick Manufacturing Co., Limited

LONDON - - CANADA

BRANCHES:—Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port-Arthur, St. John, N. B.

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Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Ave. TORONTO

Scotch Snack Idea No. 1

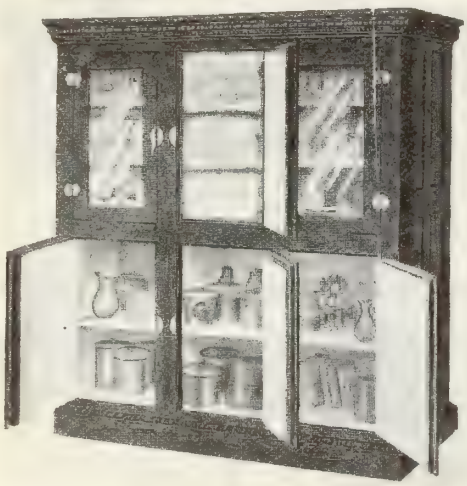
Make a display on your Counter

and have a nice ticket or card telling about Scotch Snack, how good it is for making Sandwiches, Salads, Croquettes, etc.

You can increase your sales by trying this plan. Many Grocers are making a success of this simple plan. Scotch Snack will win trade and make you money. See that you carry all the sizes in stock.

ARGYLL BUTE, Reg., Montreal, Que.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

The J. H. Hanson Co., Ltd.
244 Paul St. West MONTREAL

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

Rock City Tobacco Co.

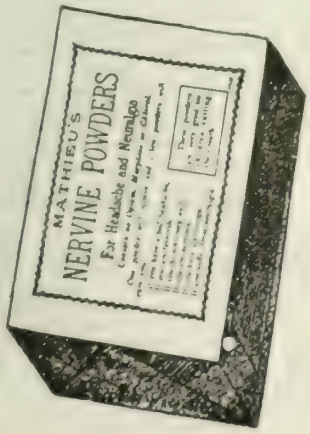
Limited

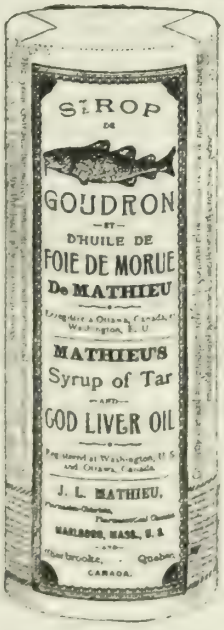
QUEBEC and WINNIPEG

The Mathieu Lines are always in demand

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.





J. L. Mathieu Co.

Proprietors

SHERBROOKE, QUE.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.

Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

ALL STEEL
CLIMAX
FIREPROOF
Paper Baler

Made in Canada
12 sizes

Climax Paper Balers earn good profits and reduce fire risk

Wise grocers have been quick to realize the value of climax Balers as a steady profit earner. With waste paper to-day selling at from $25 to $35 per ton, the "Climax" baler will soon pay for itself and net a good substantial, yearly profit.
Write to-day for "Free Booklet" tells how to turn your waste into real money.

CLIMAX BALER CO.
Factory and Office: Cor. Emerald and Burton St.
HAMILTON, ONT.

ARCTIC
REFRIGERATORS

Scientifically Perfect

In its even distribution of cold, dry air to every corner; in its air-tight construction and choice of materials, the Arctic Refrigerator is scientifically perfect. And fifty years of constant service prove this to be true.

Write to-day for beautifully illustrated catalogue FREE.

JOHN HILLOCK & CO., Ltd.
Office, Showrooms and Factory, 154 GEORGE ST., TORONTO
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms Net 30 days.

Eagle Brand each 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 50
Gold Seal, Purity, ea. 48 cans	10 35
Mayflower Brand, each 48 cans	10 35
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 00
Reindeer Brand, small, each 48 cans	7 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.

Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	$2 00
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

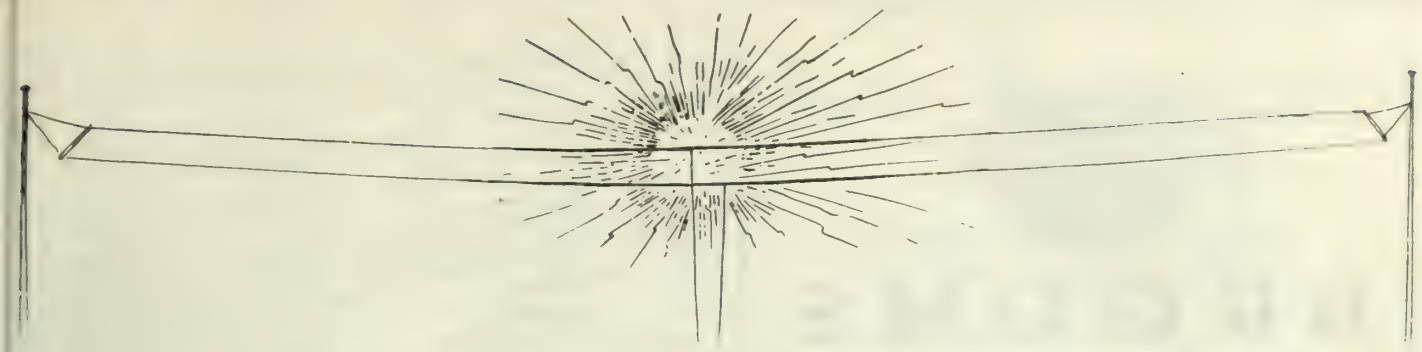
Laundry Starches—

Boxes	Cents
40-lbs., Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12¾
40 lbs. Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95

Culinary Starch.

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted	**Store Fixtures For Sale**
Position Vacant	**To Buy Store Fixtures**
Business For Sale	**Goods For Sale**
To Buy Business	**To Buy Goods**
Agents Wanted	**Salesman Wanted**
Agencies Wanted	**Miscellaneous**

You would like to know what it is going to cost. Well, here is how it figures out:

3c per word first insertion and 2c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY

CANADIAN GROCER

143-153 University Ave. - Toronto

TRADE EXCELSIOR MARK

BROOMS

No. 1 Carpet Broom
Rex Broom
I X L Broom

Our lines of high-grade brooms for the house

No. 1 and No. 2 and Extra
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

J. C. SLOANE CO.
Owen Sound Canada

Looking Ahead

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 90
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	7 10
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half bbls., about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 50
5-lb. tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	7 15
20-lb. tins, ¼ doz. in case	7 20
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	$4 00
½-lb.	2 00
Robinson's Patent Groats—	
1-lb.	4 00
½-lb.	2 00

BLUE

In cases, 12 12-lb. bxs to case.	0 25
Keen's Oxford, per lb.	0 24

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Strawberries and Pineapples
Florida Tomatoes, Celery
"Stripes" Brand
Florida Grape Fruit

Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.
TORONTO
Wholesale Fruits and Vegetables

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 **Ontario**

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

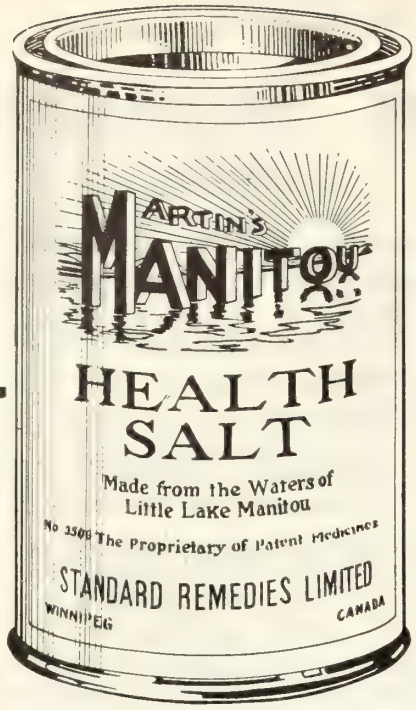
SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Willow Clothes Baskets

3 Popular Sizes.

Walter Woods & Co.
Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered



A Satisfied Customer *plus* A Real Profit

is your return after a sale of

Martin's Manitou Health Salt

This effervescent saline remedy is refined from the famous saline water of Little Manitou Lake, Saskatchewan.

It is an efficient and prodigious safeguard to health.

Be sure that your customers get the best product—and the largest quantity by only selling them Martin's Manitou Health Salt.

Thus make greater profits for yourself—as well as increase your business by having every customer a satisfied one.

Also remember to always keep a good stock on hand of Sal Manitou and Martin's Manitou Ointment.

Standard Remedies Limited

Winnipeg - - Man.

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A. M. MacLure Co., Ltd. Winnipeg, Man.
Loggie Sons & Co. Toronto, Ont.
W. Clare Shaw & Co. Montreal, Que.
W. E. Bowman St. John, N.B.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

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Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

CEREALS TO BE HIGHER LIKELY

The steadily advancing market for grains, especially oats and corn, is having a firming effect on the cereal market. Some manufacturers state that the present price of grains warrants an early advance on all oat and corn products.

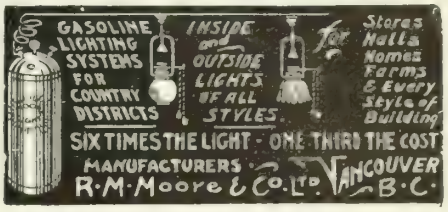
FLOUR PRICES MAY BE HIGHER

It has been intimated to CANADIAN GROCER that the small advance registered on flour last week is just the beginning and that higher prices would surely follow in the near future.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd. VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WHOLESALE GROCERY BUSINESS, WELL established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 265, Montreal.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

FOR SALE—AN OLD ESTABLISHED GROcery business in progressive town, population 6,000. Sickness reason for selling. Box 116, Canadian Grocer, Toronto.

FOR QUICK SALE, CORNER STORE, FIXtures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE OR RENT—GENERAL STORE IN good dairying district. Stock about $10,000. Cash turnover for 1919, $32,740.33. Retiring from business. Box 114, Canadian Grocer, 153 University Ave., Toronto, Ont.

SASKATCHEWAN—ESTABLISHED GENERAL business with post office and telephone; stock approximately five thousand, fixtures aproximately one thousand, property thirty-two hundred; well settled Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Ave., Toronto.

FOR SALE—SMALL GENERAL STORE BUSIness, Nova Scotia village on railway. Store for sale or rent. Apply Box 118, c o Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

YOUNG MAN WANTED FOR GROCERY broker's office. One with experience in brokerage business preferred. Apply Canadian Grocer, 128 Bleury St., Montreal.

WANTED — GROCERY BUSINESS IN NOVA Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

PRICE'S RENNET WINE

makes the best

JUNKET

A most delicious dessert, one teaspoonful is enough for a pint of milk.

Retails, 25c per bottle

Wholesale price, $2.25 per dozen, $24.30 per gross.

Manufactured by

PARKE & PARKE

Limited

Macnab St., and Market Sq.

HAMILTON, ONT.

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Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

A Great Demand for Shortening

comes with Spring when the appetite demands lighter foods, as pies, cakes, etc.

Be ready to supply this demand with a product that will ensure repeat business for you.

The velvety texture of

Swift's Cotosuet Shortening

makes it mix easily and produce pastry that "melts in the mouth."

By featuring Swift's Cotosuet Shortening to your customers, you will not only satisfy them —at profit to yourself—but will build up a trade that will mean regular repeat business.

Order it in the sanitary blue pails—the convenient and profitable way to sell shortening.

Try a shipment this week.

Swift Canadian Co.

Limited

Toronto Winnipeg Edmonton

Character—

You judge a person's character largely by his outward appearance. Just so is the character of your store largely judged by the appearance it presents to the buying public. Cleanliness—one of the greatest assets of any store.

Imperial Floor Dressing helps you enhance the character of your store. It keeps your store and its merchandise clean—dust *cannot rise* from the floors when treated with *Imperial Floor Dressing*. One gallon covers a floor surface of 500 to 700 square feet, and one application will last for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oil cloth. It is non-gumming and non-evaporating. The only sanitary and satisfactory way to dress your floors.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

sold in gallon and four-gallon lithographed cans, half-barrels and barrels. Ask the Imperial Oil Salesman for prices and demonstration.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

NEXT WEEK---SPRING AND SUMMER NUMBER

CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE [illegible] COMPANY LIMITED

ol. XXXIV. PUBLICATION OFFICE: TORONTO, APRIL 30, 1920 No. 18

Bordens

The economical answer to summer milk needs

THE convenience and wide range of usefulness of **Borden Milk Products** make them invaluable to picnickers and campers and for general household use they afford a ready supply of fresh, pure milk that is both wholesome and economical.
Prepare now to make the most of your summer selling season by featuring **Borden Milk Products** regularly in your displays.

Bordens
Canada's National Milk

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

VITAL FACTS Your Sales Force Should Know

In O-Cedar Polish, the housewife has found an article which may be used with perfect confidence, for cleaning and brightening her finest furniture.

Pour a few drops of O-Cedar Polish on any surface, and leave it for hours at a time—it will leave no mark. You dare not do that with an ordinary polish. One reason for the success of O-Cedar is its purity—no injurious quick-dryers, acids or greases are used in its manufacture. O-Cedar Polish has no substitute—it's **the** polish—a standard staple article that women must have in order to keep their homes clean, shining and inviting.

The fundamental and inherent virtues of O-Cedar constitute a logical reason for its big sale—its merits are so evident that women invariably use it steadily after once trying it. They will never be satisfied with any other polish, either for furniture or floors. They may not know the scientific reasons for its outstanding quality—they may not understand **why** it gives satisfaction where other polishes fail—but they do know it's a **safe** polish, to be depended on for results and to be relied on never to injure the finest woods.

The sales force of every store in which O-Cedar Polish and the O-Cedar Polish Mop are sold, should be fully posted on the truly exceptional merit of these articles—they should be able to explain that O-Cedar is no ordinary polish. They should follow our newspaper and magazine advertising, so that in making sales they may make the same statements about O-Cedar that we, its manufacturers, make. They are accurate statements, every one of them, never tinged with exaggeration, always to be substantiated by experience.

CHANNELL CHEMICAL Company, Limited, Toronto

O-Cedar Polish

CANADIAN GROCER published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much apprecited at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

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104 Princess Street

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MAINLAND
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VANCOUVER ISLAND
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NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

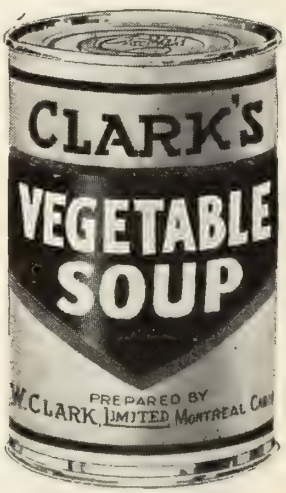
HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

CLARK'S
PREPARED FOODS

Corned Beef — Roast Beef
English Brawn — Boneless Pigs Feet
Stewed Ox Tail — Stewed Kidneys
Cambridge Sausage — Geneva Sausage
Corned Beef Hash — Irish Stew
Lunch Tongue — Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner
Etc., Etc.



SELLERS ALL —— BUY NOW

W. Clark, Limited Clark's **Montreal**

WE offer for prompt shipment, deliveries corresponding exactly to description, the following commodities:---

BEANS

California, Cranberry
California, Lady Washington
California, Lima
California, Pinks
California, Small White
California, Tepary
Michigan, Pea Bean
Michigan, Black Bean
New York State, Marrow
New York State, Red Kidney
Brazilian, Black
Chilean, Almidones
Chilean, Caballeros
Japanese, Kintoki
Japanese, Kotenashi
Japanese, Kumamoto
Japanese, Pea Bean
Japanese, Long Cranberry
Madagascar, Lima
Manchurian, Long Cranberry
Manchurian, Short Cranberry
Mexican, Red Kidney

PEAS

California, Blackeye
California, Green
Split Pea, Green
Split Pea, Yellow
Chilean Lentils
Japanese, Green Wrinkled
Manchurian, Large White
Manchurian, Small White
Mexican Chick (Garbanzos)

RICE

Siam, Usual
Siam, Garden
Saigon, Long No. 1
Saigon, Round, No. 2
Saigon, No. 2 (Standard Quality) Rangoon
Blue Rose, Fancy
Blue Rose, Choice
California Japan, Fancy
California Japan, Choice.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Calgary, Alberta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.
HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

JAPAN TEA
Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.
"Tea tempers the spirit, awakens thought and refreshes the body."
14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actually shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked—and this was a fatal lack—was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it—to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

—Editorial, "Printers' Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver
Boston New York Chicago
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal **Canadian Grocer** **Bookseller and Stationer**
Sanitary Engineer **Dry Goods Review** **Druggists' Weekly**
Men's Wear Review

HOPS

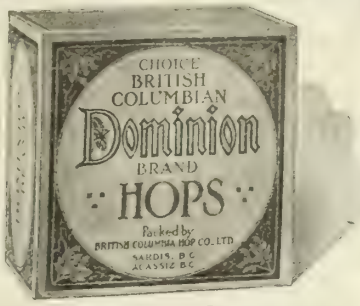
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Lrgest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

EUREKA

Grocers Refrigerators

are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer as warm weather is here now. You need a Eureka refrigerator to take care of your perishable foodstuffs: the Eureka patented cold dry air circulation system guarantees the highest efficiency with lowest consumption of ice.

Buy the refrigerator that will give you an absolute guarantee against spoilage.

Write for free illustrated literature.

Eureka Refrigerator Co., Limited

Head Offices and Factories:
Owen Sound, Ont.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

Messrs. GRIMBLE wish to remind the Wholesale Grocer that:—

GRIMBLE'S VINEGARS are good.

GRIMBLE'S CASKS are *good* measure.

GRIMBLE'S QUALITY never varies.

GRIMBLE'S ACCOUNTS are simple and correct.

GRIMBLE'S BREWERIES are in LONDON & LEITH, GREAT BRITAIN

It's Only a Matter of a Few Hours

from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

Wallace Tartan

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

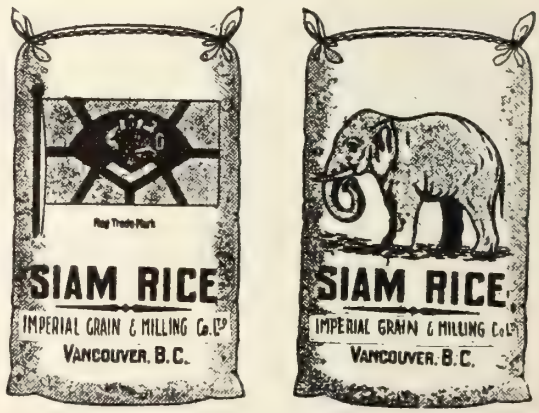
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

CAUGHT IN SALT WATER!
FRESH FROM SEA TO CAN!
REAL FOOD VALUE!

The
BRAIN, BLOOD,
BONE and MUSCLE FOOD!

Cooked on ½ lb. and 1 lb. tins

READY FOR EATING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference Merchants Bank of Canada, Vancouver, BC.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit, Potatoes, Eggs, Poultry, Rice, Beans, etc., etc.
PRITTY gives you every protection. A LIVE, ENERGETIC WESTERN FIRM.

LET CANADIAN GROCER Sell It For You

EVERY MORSEL EDIBLE AND DELICIOUS

A Winnipeg Retailer Said :

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS :
Ontario and Quebec : Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask. : H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia : Mason & Hickey
J. L. Beckwith, Victoria, B. C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

THOMPSON, CHARLES & CO.
selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE
We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

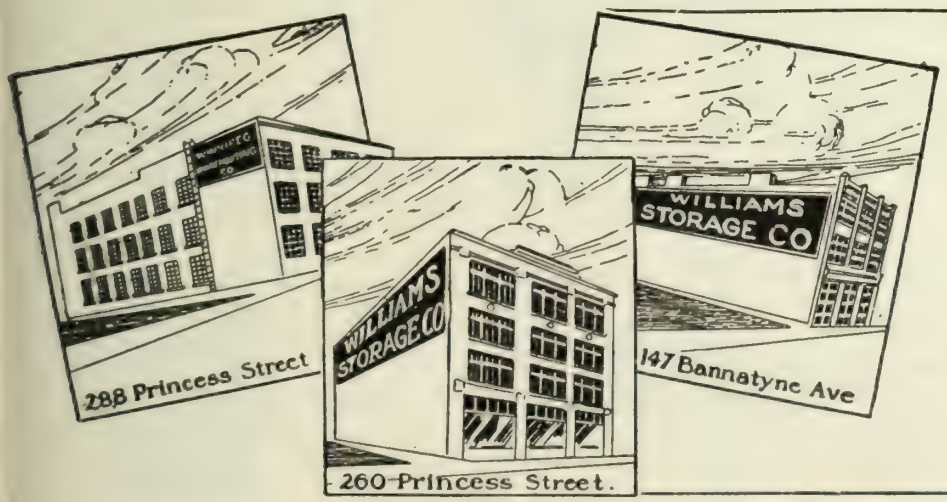
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Say you saw it in Canadian Grocer, it will identify you.

HERALD BROKERAGE CO.

Wholesale Commisson Brokers and Manufacturers Agents

We give you the best of service

310 Confederationn Life Bldg. Winnipeg
16 Board of Trade Bldg. Calgary

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

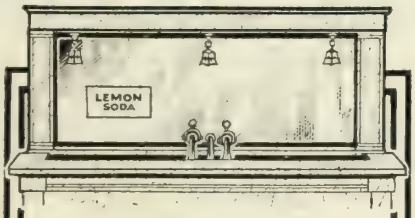
MANUFACTURERS
We are desirous of obtaining the Selling Agency of a line of Grocers Specialties for Toronto and Eastern Ontario.
We cover both wholesale and retail trade.
CHADWICK & CO., Commission Brokers
34 Duke St., Toronto

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables



Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba

ARNETTIZE YOUR STORE

TIMOTHY SEED

grown on P. E. I. absolutely fresh and guaranteed No. 1. Write us for prices on carloads or less quantities.

R. T. HOLMAN
LIMITED
SUMMERSIDE, P. E. I.

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Calgary Storage & Cartage Co.,
Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

SHEELY-MOTT CO.
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST. QUEBEC

AGENCIES WANTED
Our representative. cover the Island of Cape Breton at regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
Wholesale Commission Merchants and Manufacturers' Agents
SYDNEY, N.S.

MARITIME PROVINCES

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

THE "WANT" AD.
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

TOMATO PASTE
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

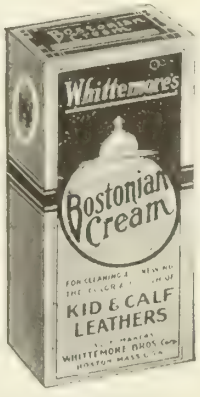
Energize Your Tea Trade

Don't waste good shelf-room stocking tea that moves slowly. Don't tie up good money in bulk tea. Make your dollars earn other dollars for you—and quickly. Sell

"SALADA"

the fastest moving and quickest selling tea on the market. The quality is right—the price is right—the value is right. Last year over thirty million packets were sold to people who know quality and value—to people who make the right kind of customers—to people who once satisfied bring others.

SALADA TEA COMPANY OF CANADA, LIMITED



Whittemore's Shoe Polishes
Are Superior

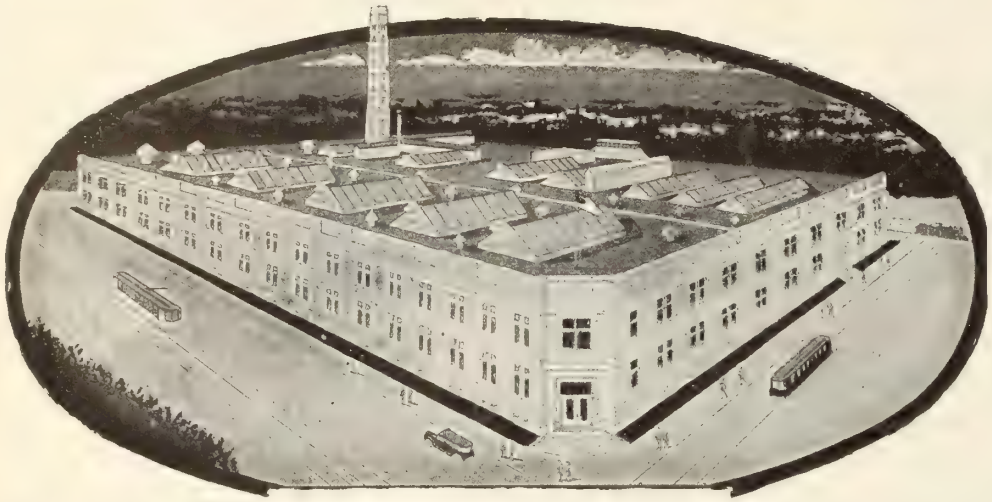
Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at Par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

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This grocer was selling tea to only 2 out of 17 customers

A TORONTO grocer, to his surprise, found that out of seventeen customers he personally called on when taking orders, he was only selling two of them their tea.

Perhaps, like the above merchant, you have been assuming that your customers wanted *cheap* tea, and have been selling tea that was very easy for the tea pedler to match, as all bulk teas *look alike* to the average consumer.

In selling Red Rose Tea to your customers you are selling them a tea that you know will please them and that every package is absolutely uniform, and a tea that pays you fully as much net profit (usually more) than you can possibly get on bulk tea.

Red Rose Tea "is good tea"

T. H. Estabrooks Co., Limited

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Making a Satisfied Customer

The fact that every sale of Egg-O Baking Powder has an influence in making a satisfied customer counts with every grocer who keeps this brand on his shelves.

The grocer knows well that the customer who meets with disappointment in making purchases and feels that an inferior article has been purchased, does not always come back and complain. But there is an unspoken resentment in her mind against the man who sold the inferior article.

Here's a case in point: A woman tried two brands of baking powder and in each case was disappointed. She stopped trading at the stores where the poor powder was sold. She purchased Egg-O at a third store and was so delighted with the results that she complimented the grocer and became a regular purchaser.

Constant chemical tests, purity of ingredients and every precaution to ensure satisfaction in baking does not leave much chance of disappointed customers for the grocer. That's the Egg-O policy.

Dependable sales, increased patronage, a reputation for enterprise, these added to the wonderful service and personality of the good grocer's policy count in the removal of the little irritations of the trade.

Baking powder trade gives a quick answer because baking powder means the making or marring of the baking.

Egg-O Baking Powder brings scores of customers to register their satisfaction with you.

For Sale by All Jobbers

The Egg-O Baking Powder Company, Limited

Hamilton Ontario

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Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

Your customers will appreciate this deliciously flavored mixed mustard. "Savora" is an exceptionally appetizing preparation and the fact that it is made in conjunction with Colman's D.S.F. Mustard is a sufficient guarantee of its sterling quality and its ability as a business-builder and a winner of complete satisfaction. "Savora" is put up in handy sized jars—2 doz. or 4 doz. to the case.
When next ordering Colman's or Keen's Mustard, include a case of "Savora."

J. & J. Colman, Ltd. **108 Cannon St., London, Eng.**

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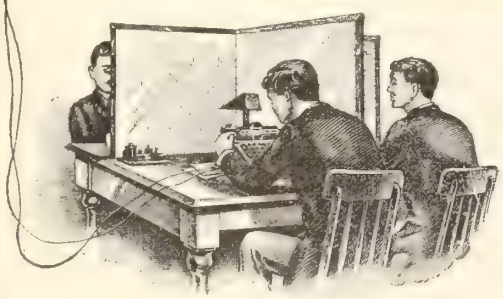

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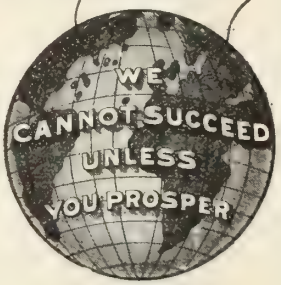

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WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, APRIL 30, 1920 No. 18

Sugar Prices Soar as the Shortage Grows; Now Selling at Record Prices

Product is Now Selling at the Highest Level Since the American Civil War—Estimate of the Cuban Crop is Greatly Reduced as a Result of Drought

A SHORT time ago it was predicted that sugar would be retailing at 25 cents per pound. This statement bids fair to be a reality. Not only that, but the situation in the raw sugar market is so acute that the tendency is for even higher prices, with every indication for a shortage of far greater magnitude than that of last fall, before the preserving season is out.

Refined sugar is very scarce throughout Canada, and at a price to-day of $19 F.O.B. Montreal is below the present cost of raw sugar laid down in Canada. The price of raw sugar F.O.B. Cuba is around 19½ cents per pound, with duty, freight and exchange added, would bring the price laid down in Montreal about 23 cents per pound. One refiner told CANADIAN GROCER that in his opinion sugar would be five cents per pound higher and the probabilities were, it would even go higher than that. Raw sugar has been advancing in leaps and bounds since the first of April until the present prices have reached the highest on record except in the closing year of the American Civil War in 1864 and 1865, when raw sugar reached 21¾ cents per pound and refined was selling at 30 cents per pound.

Playing a Waiting Game

As against a price of 19.56 cents per pound for Cuban raw sugar to-day, the American Government through the Sugar Equalization Board last July could have bought this present Cuban crop at 6½ cents per pound, and the Cubans were anxious to do business, but no action was taken, with the result that the Cuban producers are apparently playing a waiting game, quite content to sit back basking in a large volume of business at high prices, with refiners bidding against foreign competition and speculators. What the outcome will be is difficult to foretell.

A Serious Shortage

That the Cuban crop estimate is reduced to 3,900,000 tons as against the original estimate of 4,435,714 tons as a result of the drought is not to be lost sight of. This reduced estimate, no doubt, has a great deal to do with the present high prices. Furthermore, the visible production to the end of the month of March was 1,990,916 tons against 1,727,511 tons last year. The production in the month of March was 743,074 tons, the largest output for the month of March on record. This is probably caused by the present large demand and the greater consumption, also the available ocean transportation, contrasted with last year's plenty of sugar but small demand at this season, causing producers at that time to hold sugar on the plantations, while this year every effort is made to get sugar to the markets.

The Situation in Europe

Willett & Gray's estimates for the European beet sugar crop will be 2,809,000 tons for 1919-1920 as compared with 3,697,499 tons for the preceding year and against more than 8,000,000 tons the year before the war. German production is estimated at 750,000 tons as compared with 2,750,000 tons before the war. In pre-war days, England was drawing about half of her supplies from Germany, against none at all at the present time.

Java production is now going largely to the Far East. Java 1920 production is estimated at 1,526,000 tons, as compared with 1,335,763 tons for the previous year. Java had a balance of supply of 208,653 tons on February first this year as against 663,735 tons on February first 1919. The Java production is not susceptible of large expansion, as the available lands must be devoted to rice cultivation to sustain her population.

What Sugar Experts Think

"At the basis of present prices," says Willett & Gray, "we are inclined to think that the statistical position is fully discounted and that some reaction should be due. Of course, the market has been moving with such rapidity that the momentum of the advance may carry sugars to somewhat higher limits. On the other hand it appears to us that we have heard the worst in regard to the Cuban crop, and that the factories that have finished their operations have shown us the worst results that can be expected from Cuba, and from now on we will be more likely to hear favorable reports than otherwise. The western end of the island, where favorable weather conditions obtained during most of the growing season, will, in our opinion, outturn an advance over last year's crop, and which will discount to a large extent any shortage that will appear in the eastern end of the island. The visible production in Cuba continues above the figure last year, and our last weather advices are that the crop is being harvested under favorable circumstance."

COMPARATIVE SUGAR PRICES

In view of the present high prices for both refined and raw sugar the following table shows the highest prices paid for sugar since 1840.

		High	Low	Average
1864 American Civil War	Granulated	30. 00c.	16.875c	22.563c
	Raw	21. 75c	12.875c	17.188c
1865 American Civil War	Granulated	28. 50c	18. 00c	21.562c
	Raw	19.125c	12. 00c	14.406c

Paying a Bonus on Weekly Sales

A. J. Clark & Co., London, Ont., Operating Five Cash and Carry Stores, Have a System Whereby Business Must be Increased by $100 Each Week

JUST what amount of wages should be paid to clerks, on what basis shall increases be granted, is something that every merchant has to face from tim to time. The labor problem is in an unsettled condition with the grocer as well as with the manufacturer. But it is far more difficult for the grocer to settle, mainly because he cannot measure the amount of work that is performed by the average clerk. In the larger stores where the clerks are selling all the day, it is an easy matter to increase wages, according to the sales made. With the average grocer this is impossible as the majority of clerks have work to perform other than selling. The result is a bonus or commission on sales could hardly be equalized. Some clerks would do all the selling, while others were doing as much work in some other capacity, such as replenishing shelves, dressing windows, display cases or arranging counter displays. This sort of work is important as many a sale is made wholly from the method in which the goods are displayed.

His Way of Doing It

There is a grocer in Ontario who has a good system for this kind of work. The sweeping of the floors is done every night and the dusting and replenishing the stock, such as filling the shelves, bins, and display baskets, is always accomplished as a regular duty, the first hour of each morning. Each clerk has a certain space or department allotted to him or her and is responsible for the appearance of that section.

An Interesting System

A. J. Clark & Co., London, Ont., operates five cash and carry stores and employ practically all women clerks with the exception of the main store, which is also the distributing centre for the other stores. Therefore men clerks have to be employed there to handle the heavier stock. The firm has a system of paying salaries on a bonus basis that is rather interesting. In speaking of this system to CANADIAN GROCER, Mr. Clark remarked, "We have a stipulated amount of sales that each store is expected to make in a week. At the end of each month, the manager that increases the store business each week by $100.00 is entitled to a bonus of $2.00. If at the termination of three months the $100.00 per week is maintained, then the manager receives $2.00 per week added to her salary and the $100 increase in sales is added to the minimum and then becomes the minimum. For instance, supposing that $2,000 is the amount of sales to be attained each week and after three months an increase of $100 per week is shown, then the manager gets $2.00 per week added to her salary and the minimum then becomes $2,100. So in order for the manager to get another increase, she must again increase the weekly sales. This bonus only applies to the managers, but as the business increases and the other clerks take a greater interest in their work, then their wages also are increased."

Don't Bite Off Too Much Territory

William Pye Thinks It Better to Serve a Restricted Trade Well —How to Treat Telephone Customers

WILLIAM PYE, a retail grocer of Montreal, who operates at 3089 St. James Street, believes that it is better to restrict one's operations within a defined area, than to reach out unreasonably far. For this means a heavier delivery expense. Not only so, but Mr. Pye stated to CANADIAN GROCER that it is possible to serve the customers better if the area is not allowed to become too great, and this better service to the trade is appreciated, and eventually pays the grocer.

In the case of his firm, the plan works even better because of an extensive sale of fresh and cured meats. The store is so planned as to keep the two departments distinctly separate, and yet either is easy of access from the other. A few steps from the grocery, and a customer finds himself in the meat section, and vice versa.

No Telephone at First

For some time after he took his store over (less than two years ago), Mr. Pye had no telephone. This meant that, aside from any personal soliciting he was able to do, the business done was that transacted with parties coming to the store.

"Now," said Mr. Pye to CANADIAN GROCER, "we get a big portion of our business over the telephone."

One or two important points were scored by Mr. Pye in referring to the right way to use a telephone. In the first place, when the telephone rings, Mr. Pye either answers it personally, and without a moment's delay, or sees that it is answered by another clerk, but if possible he attends to this himself. When one answers, he should be prepared to immediately write down to order, having pad and pencil ready always.

"Close personal attention to each customer." That's what pays, in Mr. Pye's estimation. For instance: "When a man comes home for dinner and wants his meal ready, he does not want to hear his wife say, 'The butcher was late.' He wants his meal, and without excuses. Then get the housewife's order to her at the time you say you will, so this disappointment will not occur."

Location—Price-Cutting

Mr. Pye is not fortunate enough to have the best location. He believes, however, that there are other things which are quite as, if not more, important than location, when catering to family trade is being considered.

In this respect, the progress made has proved, beyond question, that the housewife will trade where she can be sure of getting the treatment one would wish to get in a well-regulated store. Mr. Pye has decided that, if he treats a patron well, he does not need to fear competition, and in this respect he has made real progress, that is, basing his business procedure on this basis, In his manner of putting it: "Service will win out more quickly than cut rates." And again, "If a woman orders, by telephone, a shank of meat, select the best you have, and see that she ges it in the best of condition."

Go, Get The Order

There is, thinks Mr. Pye, a way to solicit orders from ones customers, or prospective customers, and a way not to do this. "Some desire to make up an order once, or probably twice a week. But they do not want to be bothered with a salesman calling every morning in the week. And so we have one of our clerks call twice a week. There are many customers who will order more heavily, say once or twice each week, than they would if called upon oftener."

One of the difficulties experienced, sometimes, has been that of maintaining a man on the rig who is careful, and this is a great source of dissatisfaction, where the difficulty arises. A very important thing it is, to have a salesman call who not only knows the stock, but who is able to advise with the housewife as to just what will best suit her pur-

pose in a given need. A good salesman on the rig, at the counter or the telephone, will accomplish the desired result.

Choosing a Stock

Mr. Pye does not buy just the stock which a salesman may desire to sell him, and particularly when he uses the argument that it has been widely advertised to the consumer. In this connection he said:

"We have very little difficulty in selling the goods that we feel are alright. They must have merit, and we must have profit on them, if we are going to push the sale of them."

The above attitude of Mr. Pye applies, in particular, to new lines of bottled or canned goods, and it has always been his experience, that the average customer can be cultivated to rely upon the selection of the grocer, of various groceries which are likely, always, to be dependable and for which she may hold him responsible.

Toronto Grocers Hear Some Plain Truths About Correct Merchandising

Paul Findlay, of Los Angeles, Cal., Delivers Illuminating Address to Large Gathering of Toronto Retail Grocers—"Do Not Load Up With Stock," He Cautions, "But Have Quick Turnovers and Not Leftovers."

PAUL FINDLAY, representing the California Fruit Growers' Exchange, Los Angeles, or Henry Johnson Jr., as he is better known to readers of CANADIAN GROCER, as was announced in last week's issue of CANADIAN GROCER, spoke to Toronto grocers on Thursday evening last. The hall of the R.M.A. on College Street was filled with grocers, who followed with intense interest the remarks of the speaker. Many were the words of praise heard at the conclusion of the meeting, and many lingered to question the expert in regard to little matters of trade that perplexed them. As more than one grocer remarked to the representative of this paper, the address was invaluable, and the suggestions given out will undoubtedly redound to the benefit and advantage of every grocer who was fortunate enough to be present. While CANADIAN GROCER reported the address in last week's issue there were many timely and instructive ideas brought out that have not been touched upon, and are given in part herewith.

Profits on Selling Price

Possibly more than any other point dwelt upon was that referring to the matter of figuring profits on the selling price rather than on the cost. Mr. Findlay drew attention to the difference between margins and profits. "I regard profit as a word that should be used very carefully," he said. "It is easily possible to have a margin and not a profit."

Margin is the total spread between laid-in cost and selling price. If that spread is not wide enough to cover expense and leave a surplus there will be no profit—there may be a loss. So let us call the spread margin. Next, margin is always figured on the sale. When, for example, a man buys something for $1 and sells it for $1.25, he makes 25 cents gross, but that is not 25 per cent. on the dollar. It is 20 per cent. of the dollar and a quarter. He makes, not a quarter on his cost, but one-fifth of his sale price.

There are just two rules to be memorized and practised to ascertain all you want to know about your margins. When you know what your goods cost and what margin you wish to make: Take the desired margin from 100, divide your cost by the remainder, and the answer will be your sale price, including the desired margin. For example, goods cost $1.70 and we want to make 32 per cent. Take 32 from 100 and the remainder is 68. Divide 170 by 68 and you have the answer, which is $2.50. The selling price being 100 per cent., with a margin of 32 per cent., it is obvious that cost must be 68 per cent. of the selling price. Here the cost is $1.70, which is 68 per cent. of the price we are seeking. Therefore we must divide the $1.70 into 68 parts to ascertain what 1 per cent. is, and we find that 1-68 of $1.70 is 2.5 cents. If 2.5 cents is 1 per cent. of the selling price, the whole selling price is 100 times 2.5 cents, and as 100 times 2.5 cents (2½c) is $2.50, our selling price is $2.50.

To Find the Margin

Next rule: If you know what the goods cost and the selling price and you want to know the margin:

Take the total difference, or spread, between cost and sale price and divide it by the sale price. Answer will show the margin. Let us take that article which cost $1.70 and sells for $2.50 and see what the margin is, thereby illustrating our point and proving our figures at the same time. With a cost of $1.70 and a selling price of $2.50, the spread is, obviously, 80 cents. So we divide 80 cents by 250 and we find the margin to be, as I said, 32.

The results are the same whether you take the entire figure of 250 or drop the cipher and call it 25. Practice of this method will enable you literally to read the result of most such computations

Some Findlayisms That Struck Home

YOUR business is to buy only such goods as you need—to underbuy rather than overbuy—all in such quantities only as your business requires.

The oft quoted adage "Well bought is half sold" is responsible for more failures than successes. And just because it fixes the merchant's mind on buying rather than selling, and the primary thought always should be selling.

To derive the best results from the sale of oranges and lemons you must buy them every week.

You want your sales to grow. The surest road to growth is by rapid sales of conservative stocks.

The average expense of doing business over the continent is just about 16 2/3 per cent. or one-sixth of the money received.

The sales of the grocer are made up of 20 to 30 per cent. sugar, sold on a margin of 10 per cent. or less. Then there are eggs, butter, meals and flour, oil and many other items that cross the counter at less than the cost of doing business. These sales are low-end merchandise, and make up forty-five per cent. of the total volume of the grocery business.

The remaining 55 per cent. must be sold on margins wide enough to make up the deficit on the 45 per cent. and leave a surplus, or the grocer will go broke. Oranges and lemons bear a share of this deficit.

There are men who made money faster when they were small grocers than when they grew larger, because they turned their capital rapidly. They bought no surplus. They bought no futures. They took no quantities to save market advances. They bought light, sold and bought again.

Specialize. Specialize on one good thing after another, but never let go of one thing when you take up another. If you do this you will have no time to worry about the man down the street who is selling two or three cents under what you know is good business.

with very little actual figuring. Take any other figures you like and test them out. If you work by these rules and figure correctly, your result will certainly be what you seek. That is all there is to it. It is so simple that every merchant should be able to use it readily enough.

Margins must be computed on the sale price because expenses are always figured on the sale, and therefore you must get your margins from the same angle. Otherwise you will fool yourself and are apt to end disastrously. More merchants have gone broke from this cause than any other single one.

Cannot Make 100 Per Cent.

By this method, too, it is impossible for anyone to make 100 per cent. This is something that is hard to get men to see. It can be grasped if you will always regard the sale price as 100 per cent.—that what you get is the whole and that cost and expense must be in that whole, hence are parts of the sale price, so cannot be as great as it is, for it is all, and 100 per cent. is all.

Statement Illustrated

Illustrating the statement that a merchant properly computing his profits cannot make 100 per cent., he said:

"If you buy an article for one dollar and sell it for

$2 your margin is 50 per cent.
$3 your margin is 66 2-3 per cent.
$4 your margin is 75 per cent.
$5 your margin is 80 per cent.
$6 your margin is 83 1-3 per cent.
$7 your margin is 85.72 per cent.
$8 your margin is 87½ per cent.
$9 your margin is 88.88 per cent.
$10 your margin is 90 per cent.

"But what if you pay a dollar for an article and sell it for $15?" the question was asked. If you sell it for $15 your margin is 93 1-3 per cent., and if you sell for $100 it is 99 per cent. The fact is you can go as far as you like and you will not be able to make 100 per cent. on any goods for which you pay anything because 100 per cent. is all you get. You would have to get the goods for nothing to get 100 per cent. Both the cost and the margin are parts of the sale price. They are parts of the final whole.

Questions Answered

"How about buying potatoes? Isn't it good policy to buy them for futures?" another grocer asked.

"There is all manner of deterioration in potatoes," Mr. Findlay replied. "Follow them up with the market and buy as you need them. The man who bought 37,500 boxes of apples and they went off a dollar per box, lost 37,500 dollars."

"You have stated to-night that department stores figure on 26 per cent., and yet the bulk of department stores can sell at what we buy," remarked another grocer.

"I find that in department stores the burden of the grocery department is 23 per cent. I find they handle fewer lines and are turning them over more quickly. The reason the department store was giving a better price was because they were selling and the retail grocer was not."

Mark All Articles

"Do you believe in marking the price on all articles? How would it do to put the price on the shelf?" a grocer asked.

"Yes, put the selling price on every article in the store. Take some of the slow sellers for instance. It is so very easy to forget the selling price of these articles if the price is not on them. I remember an instance when a girl clerk—and a good one—perfectly square, who, upon being asked by a customer the price of a certain article that was on the top shelf, replied that it was 65 cents, but when the article was taken down the price was found to be $1.65. Now if the price had not been on the article who would have been the loser: Putting the price on samples and on the shelves is all right, but it doesn't go far enough. It is easy to put the articles back on the wrong shelf. Get a rubber stamp (you can get them similar to a dater), and put the price on every can, bottle, or package in the store. Don't be afraid to mark your goods."

"I have been a reader of CANADIAN GROCER since the first issue, and follow with a great deal of interest, its articles from week to week. I read it from cover to cover. For several years we have been having an article in it each week by Henry Johnson, Jr., and these I have found full of instruction and practical advice, that should be of benefit to all retail grocers. We have with us to-night Mr. Paul Findlay, whom we know as Henry Johnson, Jr. It gives me great pleasure to introduce you to him, and I am sure we will all be the better merchants for what he has to say.—D. W. Clark in introducing the speaker of the evening.

"We have all known Henry Johnson, Jr., as a writer in CANADIAN GROCER, and have followed his articles with much interest. To-night we know him as a convincing speaker, and I am sure his words to us, on this occasion, cannot have failed to impress us with correct methods of merchandising, showing us wherein we are wrong, and where we can eliminate practices that are working against us rather than for us." Donald McLean in moving the vote of thanks to Mr. Findlay.

"I have been much impressed with what Mr. Findlay has said about quick turnovers, and I thoroughly agree with him. Very often more money is made with a small stock and turning it over several times in the year, than with a much larger stock and fewer turnovers. I am sure we have all been deeply impressed with what we have heard this evening and will follow with even more interest than ever, the articles of Henry Johnson, Jr., appearing from week to week in CANADIAN GROCER. I have much pleasure in seconding the vote of thanks to Mr. Findlay."—Robt. Dowson.

Likes Selling Methods

Following the lecture CANADIAN GROCER asked T. White, a grocer on Parliament Street, Toronto, what point Mr. Findlay brought out impressed him the most.

"The way Mr. Findlay figured the selling price at a certain percentage was a revelation to me," he replied. "Take the case of the two boxes of lemons costing $13 figured at a percentage profit of 25 per cent. showing a net profit of 87 cents against the salesman's $1 a box profit, which really only showed a net profit of 15 cents. That was a wonder. Then there was the matter of buying goods on a rising market like he illustrated the clothes pins, where a grocer who only brought one dozen a month and sold that dozen, then bought another dozen at a higher figure and continued buying this way for four months and showed a bigger profit than the man who bought the whole four dozen the first month when prices were going up.

Adopting New Ideas

"I would not have missed hearing Mr. Findlay for a great deal," remarked C. W. McCaw, Roncesvalles Avenue, Toronto. "What impressed me the most was his method of selling. There is no doubt that odd prices will bring business quicker than even ones. Mr. Findlay's reasoning on just why these odd prices are more effective never struck me so forcibly as they did last night, when he stated that a woman, when she pays 39 cents for an article only remembers the 30; that is good. Then his method of selling lemons by the dozen instead of two or three. I tried that out this morning. A customer came in and inquired how much were lemons, and instead of saying two for five as we usually do, I said 30 cents a dozen, and she took a dozen. I have also told the boys to just dump the oranges in the window as Mr. Findlay suggests, instead of nicely piling them up. We are also attaching prices to every article, or at least to a number of them that are in each shelf. I intend to give Mr. Findlay's ideas a trial anyway."

Tendered Thanks

The meeting was presided over by D. W. Clark, Avenue Road, Toronto, and a vote of thanks was tendered the speaker by Donald McLean and Robt. Dowson. Both referred in the highest terms to the inspirational and illuminating character of the address and assured the speaker that his words had made a very deep impression. They believed they would all be better grocers as a result of the splendid ideas of merchandising he had expounded.

On the following evening Mr. Findlay spoke to a large gathering of retail men in Ottawa. Henry Watters, president of the Eastern Ontario Retail Merchants' Association, presided.

Standardization of Certain Canned Fruits and Vegetables

Department of Agriculture Issues Circular Drawing Manufacturers' and Importers' Attention to Ruling of June 22, 1918

THE Department of Agriculture at Ottawa recently issued a circular, reminding manufacturers and importers that the following canned fruits and vegetables have been standardized since June 22, 1918, and that on and after the date, containers and packages used therewith must comply with the regulations made under the authority of the "Meat and Canned Foods Act."

Fruits

Apples (canned or evaporated).

Apricots, Berries (all kinds).

Cherries, Peaches, Pears, Plums (all kinds), Prunes.

Vegetables

Beans, Beets, Corn, Peas, Tomatoes, Pumpkin, Squash.

Grading for Quality

All the products named above must be graded for quality as provided for in the Regulations, and the label must declare that quality in plain type not less than three- eighths (⅜) of an inch in height, in terms of "Fancy Quality," "Choice Quality," "Standard Quality," or "Second Quality."

Peas

Peas must show the size of the sieve through which they were graded in plain type not less than one-quarter (¼) of an inch in length, as follows:

For an opening 9-32 inch diameter, size 1, or sieve 1; for an opening 10-32 inch diameter, size 2, or sieve 2; for an opening 11-32 inch diameter, size 3, or sieve 3. For those which will not pass through an opening 11-32 inch diameter size 4, or sieve 4. Peas not having been graded for size, must be marked "Ungraded."

Trade Name

Where the terms "Early June Peas" or "Sweet Wrinkled Peas" are used the peas must be of the actual variety named. Otherwise the words "Trade Name" must follow the name of the variety, that is to say, if the label defines the peas as "Sifted Early June Peas," the peas must be of the early smooth variety, or if defined as "Sweet Wrinkled Peas," they must be of the sweet wrinkled variety, regardless of the size of the peas; otherwise the must be defined as, Early June Peas, Trade Name, or Sweet Wrinkled Peas, Trade Name.

It is to be understood that the terms "Early June," "Sweet Wrinkled," "Extra Sifted," "Extra Fine Sifted," or "Petit Pois," will not be recognized in any way as a definition of either size or of quality of the peas. A can of peas labelled as follows would be accepted:

Standard Quality (⅜ inch type), John Doe Co. Size 1 (¼ inch type) Cobalt. Peas (⅜ inch type) Ont. This gives the quality claimed, the sieve claimed and the product claimed. Also the name and address of the packer.

Apply to Imports

Attention is particularly drawn to the fact that these Regulations apply to imports as well as to goods of domestic manufacture and warning is given that any of the aforementioned goods which may be received by any dealer after this date from a manufacturer or importer labelled with a label which does not comply with the Regulations will be liable to be placed under detention till properly labelled.

The co-operation of all manufacturers, importers, wholesalers and jobbers is earnestly solicited in an endeavor to carry out these regulations.

FOUR-OUNCE BOTTLES ARE NOT BIG ENOUGH

Manufacturers and B.C. Grocers Object to Government Proposal

The sale of "extracts" containing alcohol in bottles of not more than four ounces, as proposed by the Government, is strongly objected to by the manufacturers and members of the British Columbia Grocers' Association. R. D. Dinning, secretary of the Canadian Creditmen's Association, who is in Victoria on the business of the organization, has been instructed to confer with the B.C. Grocers' Association in the capital city with a view to remedying the proposed act. The wholesalers' and retailers' contention, according to information of the officials, is that there is a very large quantity of larger bottles on hand and that if the act becomes law they will be left with this surplus as useless stock.

GUELPH BRANCH OF R. M. A. HAS BANQUET

The branch of the Retail Merchants' Association at Guelph, Ont., was recently tendered a banquet by the executive. President R. E. Nelson presided, and Secretary George E. B. Grinyer read a report showing that the membership had nearly reached 100, and the finances were in good condition.

W. B. Miller, of Toronto, Provincial Secretary of the Association, spoke on matters connected with the recent legislation affecting local merchants, and answered a number of questions. Addresses were also given by President Hahn, of the Preston Association; P. Kelly, of Stratford; R. M. Millar, B. W. Zieman, of Preston.

Is the Board of Commerce to Disband?

More Support From the Government is Essential to the Well-Being of the Board — Can't Continue With Only Two Commissioners

OTTAWA, April 27.—It is becoming amply apparent that the Board of Commerce cannot struggle along much longer with only two commissioners and without a far more vigorous support by the Government than hitherto has been given. It is believed that W. F. O'Connor's reported intention to resign is due not alone to the opportunities being offered him by the private practice of his profession, but in a feeling that the board's pathway has not been made as smooth as it might have been had it been backed up by other departments. It is common knowledge that the board is dissatisfied with the treatment it has received from the Civil Service Commission, the Commerce Commissioners claiming that the regulations of the Civil Service Commissioners were inapplicable to the needs of the Commerce body, and are hampering to its work.

For some time there was a feeling in Ottawa that the Board of Commerce was getting shaky on its legs and was not long for this world. The reply of Sir George Foster in the House to a direct question, that the Government did not intend to end the board, set those rumors more or less at rest.

Think Position Stronger

The Commerce Commissioners themselves think that their case for existence has been strengthened by the late Supreme Court decision with regard to the board's orders forbidding Price Bros. to export paper until the Montreal papers had received their requirements at a fixed price.

The ruling of the court was that the board had no jurisdiction on this matter, because, in the opinion of the judges, a newspaper was not "a necessary of life."

The Board of Commerce takes this to be a tacit admission of its jurisdiction to regulate the profits made in connection with all "necessaries of life."

Sir George Foster in answer to a question in the House as to whether W. F. O'Connor, K.C., had resigned from the Board of Commerce, replied in the negative.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

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BUY CAREFULLY

A LARGE retailer pointed out to CANADIAN GROCER the other day that he was now exercising more care in his buying than he had been doing for a long time. He felt that the wise course to follow was a gradual reduction of stock and buying as he needed it.

Several wholesalers have adopted the same principle, believing that in many cases prices have reached their high point, or nearly so, and that the safest course to follow is reduction of stock and the purchasing of further goods just as they are required.

Business men in the grocery trade are practically all agreed that when the time comes for a recession of prices, it will be gradual, rather than precipitating, just as the advances occurred. Business is good. Retailers' turnovers—that is the aggressive merchants—are generally ahead of last year. Part of the increase is no doubt due to the higher prices. The people still have the money and are spending it.

There is, too, no more staple business than the grocery business. We all must eat. But retailers will be well-advised to watch their credit accounts very closely and to do their buying with a view to rapid turnover, at least once a month on practically everything.

AN EXCESSIVE CHARGE

THE following letter has been recently received by CANADIAN GROCER from J. A. Carroll, a grocer in Lindsay, Ont.:

> "I had a call from the inspector of weights and measures the other day which cost me $6.00. He pronounced my scales correct, but why should I be made to pay $6.00 when my scales are correct? It just occurred to me that this is a matter which should be taken up by the retail grocers all over the country. As I see it, this regulation is for the benefit of the consumer and the consumer is the one who should have to pay. Why not take the matter up in your paper and perhaps something might be done to relieve the now over-burdened grocer? I should like to hear the views of some of the other grocers."

There is no doubt whatsoever that there is quite a lot of unnecessary expense attached to the grocer in regards to this same Weights and Measures Act. We are of the opinion that cost of inspection should be taken care of out of the general taxes and not by the individual merchant. Mr. Carroll is quite right in asserting that he should not be expected to pay for something he did not get. His scales were inspected, 'tis true, but that probably was just a matter of fifteen minutes, and six dollars for fifteen minutes' work is rather excessive. CANADIAN GROCER would be glad to have the views of other grocers on this subject.

AN INTERESTING DECISION

THE decision of the United States Federal Courts in favor of the Beech-Nut Packing Company is interesting at this time in view of the investigation now going on by the Board of Commerce with the wholesalers and manufacturers. The U.S. Courts, by its decision, allows the Beech-Nut Packing Co., or anyone else for that matter, to set a resale price and to have the right to refuse sales of their products to any merchant who refuses to sell Beech-Nut products at the price set by the company.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Miss A. Robert has opened a new grocery store at 1116 St. Antoine St.

C. E. Phenix will succeed F. X. Picotte in the grocery business now operated at 1114 Rachel E.

L. L. Desaulniers is moving his grocery business from 446 Laurier E. to 204 Carrieres St.

Archibald Miller, a Quebec business man, passed away last week after a brief illness. He was president of the firm of Whitehead and Turner, Ltd., wholesale grocers, and had only recently completed the fiftieth anniversary of his connection with that firm. He was for many years president of the Wholesale Grocers' Guild, the Le Boutellier Company, Ltd., the Quebec St. Andrew's Society, and the Quebec Curling Club. He was also an active member of the Laurentide Fish and Game Club.

ONTARIO

A new grocery has been started in Welland, Ont., by Mr. Nunnamaker.

H. H. Berscht, Grand River, Ont., has opened a store in J. F. Martindale's old stand.

One hundred cigar-makers have been laid off different factories, the explanation being given that recent increases have checked the demand.

The merchants of Ridgetown, Ont., are closing their places on Wednesday at noon from April 14 to October 14, and on Monday and Friday nights at six o'clock.

The merchants of Leamington, Ont., have agreed to close their places of business at 12 o'clock noon, each Friday, during April, May, June, July, August, September and October.

Chas. H. Buell, for many years engaged in the manufacture of confectionery in Brockville, passed away last week in his 81st year. He was actively connected with the business life of Brockville for many years.

James Burns and Harry Massey were recently sentenced in Toronto to three months' imprisonment for breaking into the premises of the Shedden Forwarding Company, Toronto. Eight barrels of sugar were stolen, which were sold at a very much reduced figure.

The death occurred in Port Hope last week of one of the oldest merchants of the town, in the person of John Curtis. In 1880, the late Mr. Curtis went into the grocery business, and up until four months ago, was able to attend to it every day. He served for several years on the Town Council, and also as a member of the Board of Trade.

The retail merchants of Stratford will close their stores on Wednesday afternoons, commencing May first.

Empey & Company, grocers, 716 Somerset Street, Ottawa, are going out of business owing to their being forced out of the store by May 1st. They are selling the stock at less than cost price to effect a clearance by that date.

Felix A. Pisarski, Andrew Knukowski, Szymon Pieprzak, Wopciech Wybraniak, John Swylinski and Thos. Zybala, Hamilton, Ont., have been granted an Ontario charter to carry on a company under the name of Wanda Polish Commercial Corporation, Ltd. The new company is capitalized at $25,000 and will carry on a wholesale and retail grocery and meat business in Hamilton.

The luncheon of the Hamilton travellers and salesmen at the Royal Connaught Hotel, Hamilton, on Saturday last, was very largely attended, and growing out of this gathering is the new organization to be known as the Hamilton Travellers' and Salesmen's Association. An address was delivered by George H. Simpson, special representative of the Steel Company, of Canada. Robert Moncur and George Smith were appointed a committee to select a committee, which will meet in two weeks to call a general meeting, at which officers of the new organization will be elected.

COBALT STORES MUST NOT HAVE PUNCH-BOARDS

COBALT, April 26.—Following the receipt of instructions from the Attorney-General, whose attention had been drawn to the matter in a letter from an unnamed citizen of Cobalt, Chief of Police Bonneville to-night notified the proprietors of punch-boards that they must remove these from their stores. Many boards have been operating in town, payment of ten cents upward having been exacted, but these have been declared illegal by Magistrate Atkinson, who advised the Chief to have them removed.

CHARGE APPLE HOARDING

Ottawa. The Board of Commerce, with W. F. O'Connor presiding, has been inquiring into a charge against W. J. Corby & Co., Ottawa. The charge is that of hoarding apples and is based on information reaching the board, to the effect that a certain number of carloads of apples consigned to the Corby firm have been left in storage without an attempt being made to place them on the market.

Toronto Will Have Daylight Saving

COUNCIL ADOPTS MEASURE AND IT WILL BECOME OPERATIVE ON MAY 2

The City Council of Toronto has approved of the adoption of the daylight saving measure, for the period from 2 a.m. on Sunday, May 2, to midnight on Saturday September 25. Two amendments to make it effective from May 30 to September 4, and for three months of July, August and September were proposed, but both received only slight support.

Ottawa, too, has adopted daylight saving, and it is the intention of Parliament to apply it to the Civil Service there and also to the Sessions. According to recent action of the Windsor City Council, Windsor will not adopt daylight saving. Peterborough, too, will remain on old time. Thorold has adopted the measure again, and the Council of Chatham has rejected it. Out in the West in Saskatoon, the Council has decided against daylight saving.

FARMERS' CO-OPERATIVE STORE FOR ST. THOMAS

An effort is being made in St. Thomas, Ont., to establish there an United Farmers' co-Operative store, and with that purpose in view a meeting of the committee of the Independent Labor party was held recently. It is reported that a large number of members have been secured.

All members who have secured participating certificates in the proposed store will now be enabled to purchase in single or club lots from the general warehouse at Toronto, it was reported at the meeting. Lists of goods, published twice a week, have been supplied the secretary of the local organization for this purpose. As soon as the allotted number of participating certificates have been sold, it is the intention of the general manager to open a store in the city. A resolution was passed at the meeting that the secretary communicate with the company headquarters and endeavor to secure speakers familiar with the co-operative plan, to address a public meeting in St. Thomas at an early date.

A COSTLY FRUIT

According to the calculation made yesterday by a Riverdale grocer, the present selling price of potatoes works out at 5 cents each.

Retail Grocer in Nova Scotia Condemns Proposed Sales Tax

States That Taxation on Sales From the Grocer's Standpoint is Impossible Because of the Innumerable Small Sales in So Many Different Lines

A RETAIL grocer in the Province of Nova Scotia presents some plain facts, in regard to the proposed tax on sales, of one per cent., in a letter to CANADIAN GROCER. He believes the proposal from the retail grocers' standpoint is fallacious and deceiving. In the following letter he discussed it at length, and his remarks will be found of interest by every man in the trade. He writes as follows:

"I have perused your article in your issue of 9th inst. re 'Taxation of Sales.' The article from the retail grocers' standpoint is most fallacious and deceiving. We will begin at the fountain head and see where this thing comes out when it reaches the retail grocer. The producer sells in dollars worth or large amounts. Therefore it is an easy matter for him to add the 1 cent tax.

"In selling manufactured goods by the case, dozen, or bag as they are put up a cent or few cents per dozen is easily added to cover the tax. They are sold in large quantities to the jobber with the tax well covered as stated. The jobber sells in quantity to the retailer with the tax covered in the very same way. For instance, take a bag of sugar, at say $19.00, at the refinery. The refiner puts at least 19 cents for tax to the jobber. The jobber puts 19 cents to the retailer. But the retailer does not sell by the bag but in quantities from one to five pounds. He has to pay his tax like the others but how is he going to collect it on his small fractional sales? He cannot do it and he will have to pay it out of his already too meagre profit. What does this mean? Protection in the tax for all who have to pay it but the retail grocer.

Now this very same thing works out in all lines. The manufacturer and jobber have no trouble in adding their tax to their sales on account of them being individual quantity sales, but how can the grocer get his tax out of a can of tomatoes, peas, beans, a package of pepper, and a thousand and one sales that go to make up the sum total of all grocery businesses? It just goes to prove that this system of taxation as suggested by the article is a direct tax out of the pocket of the retail grocer and ten times worse than an income tax. The clothing dealer can easily add a dollar to his $40, $50 or $60 suit, the shoe dealer add a quarter to his $10.00 pair of shoes, but the grocer has no such single piece sales to do this with.

"If any Government should think of collecting a tax from retail grocers in the manner suggested it would simply be a piece of drastic legislative robbery which should not be stood for by any one class in any country. There is only one equitable way to collect a tax on sales, that will do justice to all dealers and place the burden of the tax on the whole public in general, and that is, to put say a 3 per cent. tax on the goods in the first hands, the manufacturers or producers fix first sales. It is then put on the goods as their first cost and follows them down to consumption through their different channels and does no one an injustice. Besides see how this method reduces the Government machinery for collecting the tax.

"Instead of having to collect one per cent. from each of the multitudinous producers, manufacturers, jobbers, retailers, etc., they only have the one tax to collect at the beginning, and at the same time are assured that they are doing justice to all, knowing that the tax goes on the goods to the general public and does not come out of any particular class.

"The man who originated the idea of a one per cent. tax to be collected on the same goods from 3 or 4 classes when it could more easily be collected in the first instance with one-quarter the labor and expense, has not displayed any excessive brain or business ability.

"There is no need of fording a river till you come to it, but the retail grocers of this country want to get busy and if any such tax, as is suggested, is contemplated through them in this way, they want to kill it in the bud good and hard through their associations and united effort.

"Grocers of Canada, keep your eyes and ears open for your own protection."

Exempt Fruit Dealers From Early Closing

Municipal Committee of Ontario Legislature Decides in Favor of Toronto Fruit Men

The Municipal Committee of the Ontario Legislature in a recent decision exempted the Toronto fruit dealers from the regulations of the early closing by-law, but enforces it against grocers. It was contended that the fruit producers would suffer if these stores had to close at seven o'clock, and the fruitgrowers in this regard had the support of almost every farmer. C. W. Miller, secretary of the Retail Merchants' Association, objected vigorously to what he claimed would be a nullification of progress made in early closing.

As the amendment does not affect the right of three-fourths of the fruit dealers to vote and bring early closing into effect, necessity will probably arise for exact definition of what constitutes a fruit dealer. Many grocers might conceivably have the right to vote for early closing.

Is Celebrating 25 Years in Business

Wm. H. Malkin, Wholesale Produce Merchant at Vancouver, Started Business 25 Years Ago

VANCOUVER, B. C. —Wm. Harold Malkin, wholesale produce merchant, is celebrating 25 years in business this month.

Commencing in a small, modest manner the business of a wholesale produce merchant at premises on Water Street, a short distance west of the present building, he entered into partnership with Osmund Skrene in 1895. In the year following Mr. Malkin bought out his partner and launched out on his own account. By diligent attention to the work on hand and a happy knack of being ready to seize opportunity he soon forged ahead until to-day he is the senior partner in The W. H. Malkin Co., Ltd., one of the largest wholesale grocers in Western Canada. The present building has three and a quarter acres of floor space.

Born at Burslem, Staffordshire, England, Mr. Malkin came to Canada when 16 years of age and first tried his hand at farming. Grenfeld, in Saskatchewan, was his choice of location for this effort, of which he soon tired, afterwards entering a general store, where he gained the groundwork of his experience. For seven years he carried on the business of wheat buying as well as being a dealer in coal and lumber, after which he saw his great opportunity in Vancouver and came, saw and conquered. In 1907 Mr. Malkin commenced to build a warehouse of his own and from time to time has made additions until the premises now reach their present large proportions.

A great supporter of the Board of Trade, Mr. Malkin joined the branch board at Vancouver immediately on his arrival in the city, and has been a member ever since, having 23 years to his credit as a member of the council of the board. "My advice to young business men," says Mr. Malkin, "is to join the Board of Trade as soon as he starts business. It is the one institution which is looking after the commercial life of the community."

In 1902, Mr. Malkin was president of the Vancouver Board of Trade.

W. H. ESCOTT TO HANDLE "CRACKER JACK"

Rackheim Bros. & Eckstein, Chicago and Brooklyn, manufacturers of the confections known as "Cracker Jacks" and "Angelus Marshmallow," have appointed W. H. Escott & Co., Ltd., Winnipeg, as their representative for Western Canada.

NEWS FROM WESTERN CANADA

Saskatchewan R.M.A. Will Convene in Sectional Meetings

Plans for Annual Convention on June 8, 9 and 10 Are Now Complete—Former Procedure of General Discussions Will Not be Followed

SASKATOON, Sask. (Special).—The Executive of the Saskatchewan branch of the Retail Merchants' Association have now completed their arrangements for the Annual General Convention, which is to be held in the First Baptist Church, Moose Jaw, Sask., on Tuesday, Wednesday and Thursday, June 8th, 9th and 10th.

Ths convention, especially in view of the many important events that have taken place during the past year, having an important bearing upon retail merchandising, promises to be one of the most interesting conventions that has yet been held.

The convention will open at 9 o'clock on the morning of June 8th, with the registration of delegates and the distribution of badges. At 10 o'clock addresses of welcome will, it is anticipated, be given by the Mayor of Moose Jaw and the president of the Board of Trade and other public officials, followed by the president's address and the treasurer's and secretary's report.

Change From Former Years

This year will see a distinct change and a new departure in connection with the programme of the convention as compared with previous conventions in connection with the arrangements. Previous conventions have been taken up entirely by general discussions at which the whole of the merchants were present.

This year it was considered that much time would be saved on the part of the delegates if sectional meetings were held, dealing with each particular branch of the retail trade, and with this idea in mind, the first afternoon of the convention and the morning of the second day will be take up with sectional meetings of implement men, grocers, boot and shoe dealers, druggists, jewellers, automobile dealers, clothiers, music dealers, hardware, furniture, etc., each section of which will deal with matters of the most importance to their particular section.

At the meeting of the implement men, on the afternoon of June 8th, it is expected that H. Davidson Pickett of Moose Jaw, barrister, will explain various measures of legislation having direct bearing upon the retail implement trade. On the same afternoon a general meeting of grocers and wholesalers will take place at which an official connected with the Board of Agriculture will discuss the recently enacted Egg Law and explain his position as affecting the retail grocers.

In the evening of the same day, a general meeting will be held, when it is expected that Dr. J. G. Robertson of the Department of Trade and Commerce, Ottawa, an authority on business conditions and the markets of the world, will give an address.

Another interesting feature is also being introduced to the convention of this year in the way of moving pictures, and it is possible that at the meeting of the first day, the McClary Manufacturing Company will show their moving pictures, illustrating the manufacture of enamelware, tinware, galvanized-ware and most of the sheet metal lines sold by the average hardware store.

On the afternoon of the second day, the annual meeting of the Retail Merchants' Mutual Fire Insurance Company will be held, and W. P. Ball of Assiniboia, will give the report of the Annual Dominion Convention at Ottawa, followed by resolutions and the election of officers for the ensuing year.

Retailer From Dakota to Speak

In the evening of June 9th, another general meeting will be held, and it is anticipated that an address will be given by Fred P. Mann, the president of the North Dakota Retail Merchants' Association of Devils Lake, N. D. Mr. Mann is a successful merchant on the other side of the line and is known throughout the States as an excellent speaker upon any matters affecting retail merchandising and his address will undoubtedly be of great benefit and service to the delegates attending the convention.

The morning of the third day will again take the form of the general convention, when resolutions from various branches of the association and important matters respecting the interests of retail merchants will be brought forward, and it is anticipated that T. B. Patton, Income Tax Inspector of Regina will give an address on the making out of income tax returns, and other phases of this important question to retail merchants.

A Banquet Too

In the afternoon J. A. Banfield, president of the Retail Merchants' Association, (Dominion Board), who is always a welcome visitor to these conventions, will give an address which undoubtedly wil be full of interest, especially in view of the events that have taken place during the past year, and the discussions that have arisen in connection with the orders of the Board of Commerce affecting the retail trade. The election of officers will subsequently take place and it is announced that in the evening, the delegates of the convention will be given a banquet by the merchants of Moose Jaw, who may be relied upon to make this social side of the convention a great success.

The members of the Association throughout Saskatchewan are urged to set aside these dates in order that they may be able to attend this convention, and, by their presence and every possible means, make it one of the greatest and most successful conventions that has yet been held for them.

B. C. Berries Will Likely Be Very High

United States Canners are Canvassing B. C. Growers in an Effort to Buy Next Season's Supplies

Vancouver.—The canners from the United States are scouring through every berry district in order to contract for supplies for the coming season. Several growers on the lower mainland have had offers of 22 cents per pound in pails for their crop, but they are reluctant to contract, claiming that the market price this year will be higher than this figure. Meantime greater acreage is being prepared for berry growing. Plants from Michigan and elsewhere are being brought in by the hundred thousand. Plants are selling between $14 and $16 per thousand.

SEATTLE RESTAURANTS BOYCOTT POTATOES

Vancouver.—In Seattle the majority of cafes and restaurants have declared a boycott on potatoes—asking exorbitant prices and discouraging their patrons to order any. They are substituting rice and cornmeal dishes, and report satisfaction on the part of the diners. It is stated that in Vancouver the cafes and restaurants are well supplied in most cases, having put away sufficient stocks for their own use early in the season, and at reasonable prices.

The Herald Brokerage Co., 617 McIntyre Block, Winnipeg, have moved to 310 Confederation Life Building.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE tendency of all grocery markets is firm to higher. Sugar continues to be the main feature of all markets and higher levels on this commodity are expected. Business generally throughout the Dominion has been excellent and collections are also reported healthy.

MONTREAL—There is no general change in the sugar market this week. The prices are firm at the advanced levels. As a result of very strong sugar market the molasses market is exceedingly strong with a very scant supply. The rice market is firm to higher and there is little hope given that there will be any change in the near future as the supplies are very poor. There is a prospect that owing to the very high price of corn that corn flakes and all corn products will be forced up in the near future.

There is no change as yet in the coffee market, but it remains firm with every prospect for higher prices. All spices are very firm at the prices quoted last week. The trade has been relying on the American market for its supplies and as a result has had to pay whatever asked; it is hoped that with the opening of navigation and access to the European and English markets the prices will be easier. Until that time no relief to the market can be expected. Teas continue firm. Vegetables are easier. Oranges are much dearer this week as a result of the tie-up in transportation.

TORONTO—An acute shortage of refined sugar is manifest on this market. Raw sugars have reached record prices and in the meantime refineries are closed, due to the shortage of raw material. One refiner stated that there is a possibility of granulated sugar advancing 4 to 6 cents per pound in view of the fact that raw sugars are now costing more than the selling price of refined. The demand for corn syrup is very active. This has been created mainly by the higher price of sugar which has had a tendency to turn people to use more of this commodity. American corn has advanced. Tin plate is also higher and viewed from this angle, there is a possibility that corn syrup will reach higher levels. The business for cereals is quiet and will probably continue so until the closing of the summer season. However, in regards to market conditions, some manufacturers are of the opinion that prices will be higher, due to the advancing grain market. Salt in barrels, bags and cartons have advanced. The situation in the tea market remains in an uneasy condition. Quotations in primary markets have advanced one to three cents per pound. Shipments are slow in arriving, due to the congestion of freights in British ports, which is causing a shortage of spot stocks. The primary markets for coffee continue firm and while no price changes have been effected on the local market, the tendency is that higher prices will prevail. The rice market shows no improvement, spot stocks are low and prices are firm. Dried fruits are moving freely in an uninteresting market. Prices are steady and all lines are well represented, with the exception of raisins. Stocks of this line are gradually becoming depleted. The spice market is quite active. Pepper stocks are gradually being depleted on account of the fact that primary markets are short of supplies. Ginger, nutmegs and cream of tartar are also scarce. Jams, candles, lamp wick, stove polish, shoe dressing, hand cleaner, blue, brass polish and manila paper have registered advances. Potato stocks are light and prices remain high. Southern vegetables and fruits are in scant supply, due to the railroad strike.

The market for fresh meats is firm with advances on some lines of pork cuts. Spring lamb is scarce. Quotations range from $14.00 to $18.00 each. Butter is inclined to slump while the egg market has strengthened. Cheese, lard, shortening and margarine are unchanged.

WINNIPEG—An acute shortage of sugar has developed locally and there is a possibility of further advances. The condition of the syrup market is firm with a tendency toward higher prices. Package cereals still remain firm, though price boosts are anticipated within a short time, owing to the higher cost of cartons. A general advance of two cents per pound on candies and biscuits by a local manufacturer is expected. Cloves have advanced two cents per pound. Raisins are still scarce. Prunes have slumped considerably. Currants for future delivery are quoted at lower prices. Coffee, tea and nuts are unchanged. Soaps are expected to advance 50 cents per box, according to some manufacturers. Hog receipts are light and prices are slightly firmer. Butter and egg supplies are scarce and the market firm.

QUEBEC MARKETS

MONTREAL, April 30—The market here is very firm this week. Some vegetables are cheaper and fruit as a whole is dearer. Flour is exceedingly firm and the manufacture is curtailed. Feeds as a result of this are very scarce and high. Rice is short and higher again. The reports of the new tea crop are far from promising and the prices are expected to be high. Corn cereals will doubtless be higher on account of the strong corn market. Walnuts are cheaper this week and good demand is in evidence. The opening of navigation is expected to help in the reduction of some prices on imported goods, especially spices.

Change in Package Sugar

Montreal.

SUGAR.—There is no general change in the sugar market here this week. The prices are very firm at the new advanced levels. There seems to be an air of expectancy about the convention of American sugar refiners at Washington, and the result will be of great interest to the sugar dealers in Canada. The Atlantic and Acadia sugar refineries have adopted a new scale on a few of their package lines. They are as follows: Gunnies, 5 20s, $19.40; 10 10s, $19.50; cartons, 20 5s, $19.60; 50 2s, $19.75. This applies only to the above-mentioned companies. The others remain firm at the schedule given last week.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated..	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes....	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	....
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 70
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Supply Limited

Montreal.

MOLASSES.—As a result of the very strong sugar market and the demand for the refined product the molasses market is exceedingly strong with a very short supply. Importers would far rather turn their supplies of the raw product into sugar than into molasses, and as a result the supply is limited and the prices high.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09
Half barrels	0 09¼
Kegs	0 09¾
2-lb. tins, 2 doz. in case, case.	5 90
5-lb. tins, 1 doz. in case, case.	6 85
10-lb. tins, ½ doz. in case, case	6 55
2-gal. 25-lb. pails, each	2 85
3-gal. 38½-lb. pails, each	4 25
5-gal. 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 50
5-lb. tins, 1 doz. in case, case	7 15
10-lb. tins, ½ doz. in case, case	7 15
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 60
Barrels	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	6 2
5-lb. tins, 1 doz. in case, case.	6 8
10-lb. tins, ½ doz. in case, case	6 65

Rice Scarce and Higher

Montreal.

RICE.—The heavy demand last week for rice when the prices were slightly easier ate up the supplies, and as a result the price has advanced again to its former level. There is little hope given that there will be any change in the near future as the supplies are very poor. There is, however, a new arrival on the market this week in the rice line. Fancy Honduras rice is offered in limited quantities at 20 cents.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Corn Flakes May be Higher

Montreal.

PACKAGE GOODS.—There is no immediate change in the price of package goods. The demand is quite seasonable. There is, however, every prospect that, owing to the very high price on corn, that corn flakes and all corn products will be forced up in the near future

PACKAGE GOODS

Breakfast food, case 18	....		2 85
Cocoanut, 2 oz. pkgs., doz.	....		0 78½
Do., 20-lb. cartons, lb.	....		0 86
Corn Flakes, 8 doz. case	3 50	3 65 3 50	4 25
Corn Flakes, 36s	....		4 15
Oat Flakes, 20s	....		5 40
Rolled oats, 20s	....		6 50
Do., 18s	....		2 42½
Do., large, doz.	....		3 00
Oatmeal, fine cut, pkgs., case	....		6 75
Puffed rice	....		5 70
Puffed wheat	....		4 25
Farina, case	....		2 35
Hominy, pearl or granu 2 doz	....		3 65
Health bran (20 pkgs.), case..	....		2 60
Scotch Pearl Barley, case	....		2 60
Pancake Flour, case	....		3 60
Pancake Flour, self-raising, doz.	....		1 50
Wheat food, 18-1⅓s	....		3 25
Buckwheat Flour, case	....		3 60
Wheat flakes, case of 2 doz.	....		2 95
Oatmeal, fine cut, 20 pkgs	....		6 75
Porridge wheat, 36s, case	....		7 30
Do., 20s, case	....		7 50
Self-raising Flour (3-lb. pack.) doz.	....		3 05
Do. (6-lb. pack.), doz.	....		6 00
Corn starch (prepared)	....		0 12½
Potato flour	....		0 16
Starch (laundry)	....		0 10¾
Flour, Tapioca	0 15		0 16
Shredded Krumbles, 36s	....		4 35
Cooked bran, 12s	....		2 25

Corn Cereals Very Strong

Montreal.

CEREALS.—There is the usual dropping off in the sale of cereals in this season but the business has remained particularly firm this season. The high price of corn will no doubt be reflected in the price of corn cereals in the near future. In any case it is certain that the market is unusually firm.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Coffee Very Strong

Montreal.

COFFEE.—There is no change as yet in the coffee market but it remains firm with every prospect for higher prices if the demand remains as it has been for some time.

COCOA.—No change in the cocoa market is reported although the demand is abnormal. The supply of cocoa beans is just average, and, as a result, there is some difficulty in meeting the demand.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Canned Goods Steady

Montreal.

CANNED GOODS.—There is no change this week in canned goods. The demand is good and the market is very firm on account of the high cost of materials. New legislation proposed in some parts in connection with the labels for canned goods may mean an additional cost but nothing definite has been decided.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 85
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Beets, new, sliced, 2-lb.	....	1 35
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 80
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 10
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 50
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00

Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
One case of 100, **case**	....	27 50
Ex. Fine	....	30 00
No. 1	....	22 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup,		
No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced),		
1-lb. flat, doz.	....	1 90

Spices Are Firm

Montreal.

SPICES.—All spices are very firm at the prices quoted last week. The trade has been relying on the American market for its supplies, and, as a result has had to pay whatever asked. It is hoped that with the opening of navigation and access to the European and English market prices will be easier. Until that time no relief to the market can be expected.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 40
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20
Cream of Tartar, pure, French	....	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Walnuts Are Easier

Montreal.

NUTS.—Shelled walnuts are a little easier this week on account of the French exchange. The result of this has been that walnuts have been moving very freely this week and the consumption has increased. The other lines are firm at the prices quoted last week. The new price quoted here on walnuts is 60 cents for No. 1. This is a reduction of 15 cents.

Almonds, Tarragona, per lb.	0 32	0 35
Do., shelled	0 60	0 65
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 23	0 24
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 14
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 35
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Currants Strengthened

Montreal.

DRIED FRUITS.—No change is evidenced in dried fruits this week. The tightening up of the foreign exchange has caused a readjustment in the price of currants, bringing them back to their former level. There is a good sale of figs and dates. The opening of navigation in the next week or so is expected to ease the dried fruit market considerably and increase the supplies at hand.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 25
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 41
Orange	....	0 41
Citron	....	0 65
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 48
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

New Tea Crop Poor

Montreal.

TEAS.—The present price of teas are very firm at the present levels with no hope for any relief. The report for the new crop is very poor and the season late. It is expected that it will be marketed about May 10. The prices will undoubtedly be high.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 70
Early picking	....	0 75
Finest grades	....	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Prepared Coffee Cheaper

Montreal.

MISCELLANEOUS. — Some broken lines of custard are up to $8 per cwt. keg. Filtrene oil has advanced 20 cents and is now selling at $1.50. There has been a slight drop in the prices of George Washington coffee. The drop is as much at $1.20 on the medium size. Prices are: Standard, $4.25; medium, $8.40; family, $13.10. Queen's laundry soap per 60 bars is cheaper, quoted at $8.50. Wethey's condensed mincemeat is dearer by 60 cents; quotations are $6.45. Kraft paper has advanced ½ cent and is now 13 cents per pound. Mott's Diamond chocolate is up 2 cents per pound.

Vegetables Are Easier

Montreal.

VEGETABLES.—Despite the strikes in the United States, vegetables are a little easier this week on account of the home market opening up in the near future. The most notable feature is the first appearance of some vegetables. Green onions are offered at $1.50 per dozen bunches; watercress is offered at 75 cents, and new carrots are $1.75 a hamper. Lettuce is 50 cents cheaper, now $5.50 per crate. Large white onions are $15 per cwt. Montreal turnips are cheaper.

Asparagus, Cal., case	....	10 00
Beans, new string (imported) hamper	8 00	9 00
Beets, new bag (Montreal)	....	3 00
Cucumbers, doz.	3 00	3 50
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	6 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	11 25
Do., red, 75 lbs.	....	9 00
Do., crate	....	3 00
Do., Spanish, case	....	8 00
Do., large white, per 100 lbs.	....	15 00
Oyster plant, doz	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 50
Do., New Brunswick	....	5 50
Do., sweet hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00

Do., Montreal	1 25	1 50
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida Celery (4-doz. crate)	....	9 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	5 50
Parsley (American)	....	1 50
Tomatoes (Florida), crate	....	8 00
New Cabbage, Florida, crate	....	8 00
Green Onions, doz. bunches	....	1 50
New Carrots, hamper	....	1 75

Flour Market Firm

Montreal.

FLOUR.—The market here is very firm as might be expected. It is intimated in some circles that flour is due for another advance before long. The opening of navigation may stimulate business but at the present time many mills are only operating at half their usual capacity.

Spring Wheat Flour	....	13 30
Winter Wheat Flour	....	11 10
Blended Flour	....	12 50
Graham Flour	....	12 70
Whole Wheat Flour	....	12 70

Oranges Are Higher

Montreal.

FRUIT.—Oranges are much dearer this week as a result of the tie-up in transportation for the last two weeks. CANADIAN GROCER is informed that many cars of fruit have been lost track of in transit and that heavy losses will result. Bananas are in great demand and a good supply is at hand.

Apples—		
Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Pears, Cal.	....	5 00
Oranges, Cal., Valencias	....	10 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 50
Cal. Navels		
80s, 100s	....	5 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	10 50
Florida, case		6 00
Tangerines	....	4 00
Cocoanuts	....	2 00

Feed Situation Critical

Montreal.

FEEDS.—As a result of the slow production of flour the feed situation is critical. Many brands are at a premium. Notwithstanding this there is hope that the spring will open pasturage and relieve the situation. The hay market is firm with unchanged prices.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 22
No. 3 C.W.	....	1 18
Extra feed	....	1 18
No. 1 feed	....	1 17
No. 2 feed	....	1 15
Tough 3 C.W.	....	1 16
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No 4 C.W.	....	....
Feed barley	....	1 60

Prices are at elevator.

in case	....	6 55
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Goods Steady

Toronto.

PACKAGE GOODS.—Business on for these lines are quiet. There is an indication, however, that prices will be higher, especially on oat and corn products, and also attributed to the recent advances on cartons and other containers.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 12½
Do., No. 2, lb. cartons	....	0 11
Laundry starch	....	0 10¾
Laundry starch, in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 14¼
Do., in 6-lb. wood boxes	....	0 14¼
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 60

ONTARIO MARKETS

TORONTO, April 30—Supplies of sugar are very scarce. Raw sugar has reached record prices and in the meantime refineries are closed down. That prices will be higher is assured. Corn syrup is in active demand and prices are firm. Cereals are ruling steady. Salt in barrels, bags and cartons have advanced. Tea and coffee markets are firm with indications for higher prices. Jams are higher, also candles, lamp wick, stove polish, Paris pate, shoe dressing, hand cleaner and brass polish. Potato supplies continue light. Southern fruits and vegetables are in scant supply.

Sugar is Very Scarce

Toronto.

SUGAR.—An acute shortage of refined sugar has developed on this market. The refineries are closed down and have no sugar to offer. They state that raw sugars are now costing more than the refined is now selling for, and further state that granulated sugar will be 4 to 6 cents per pound higher. It was reported on the local market that some re-sales of granulated were made at 23 cents per pound. It looks as though it is going to be more a matter of supplies than of price before the coming preserving season is past.

St. Lawrence, extra granulated, cwt.		19 21
Atlantic, extra granulated		19 21
Acadia Sugar Refinery, extra granulated		19 21
Dom. Sugar Refinery, extra granulated		18 71
Canada Sugar Refinery, granulated		18 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrup Firm to Higher

Toronto.

CORN SYRUP.—The demand for corn syrup is very active. This has been created mainly by the higher price of sugar, which has a tendency to turn people to use more of this commodity. American corn, from which corn syrup is chiefly made, is steadily advancing; tin plate is also higher and viewed from this angle, there is a possibility that corn syrups will be higher.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 50
Cases, 5-lb. tins, white, 1 doz. in case	....	7 45
Cases, 10-lb. tins, white, ½ doz. in case	....	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 85
Cases, 10-lb. tins, yellow, ½ doz.		

Cereals May be Higher

Toronto.

CEREALS.—The business for cereals continue to be quiet and probably will remain so until the closing of the summer season. Some manufacturers are of the opinion that prices will be higher in view of the increasing cost of grains.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	8 50
Barley, pot, 98s	7 25
Barley Flour, 98s	4 50
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	6 00
Do., fancy yellow, 98s	6 50
Hominy grits, 98s	6 00
Hominy, pearl, 98s	6 75
Oatmeal, 98s	6 75
Oat Flour	....
Corn Flour, 98s	6 50
Rye Flour, 98s	6 00
Rolled Oats, 90s	6 00
Rolled Wheat, 100- lb. bbl.	8 00
Cracked wheat, bag	6 50
Breakfast food, No. 1	7 75
Do., No. 2	7 75
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	0 08½
Blue peas, lb.	0 10
Marrowfat green peas	0 11¾
Graham Flour, 98s	7 00
Farina, 98s	6 20

Salt Has Advanced

Toronto.

SALT.—Salt in barrels, bags and cartons has shown a considerable advance. Prices are now quoted as follows:

SALT—	City	Country
Barrels, fine and coarse, 280-lb.	3 80	3 55
Bags, fine and coarse, 50 lbs.	0 85	0 80
Do., Dairy, 50 lbs.	1 05	1 00
Do., Ice Cream, 200 lbs.	2 00	1 95
Barrels, 80 3½-lb. bags	6 80	6 55
Do., 4 7-lb. bags	6 45	6 20
Do., 20/14-lb. bags	6 10	5 85
Cases, 24 cartons, case	2 45	....

Teas Show No Improvement

Toronto.

TEA.—The situation in the tea market remains in an uneasy condition. Prices in primary markets have advanced one to two cents per pound which indicate that quotations here will also be higher. Shipments are slow in arriving due to the congestion of freights in British ports which is causing a shortage of spot stocks.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Demand is Brisk

Toronto.

COFFEE.—The primary markets for coffee continue firm, and while no price changes have been effected on the local markets, the tendency is that higher prices will prevail on some lines. Business is reported brisk and the decrease in the demand that is usual at this season of the year has not materialized.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Maple Syrup in Demand

Toronto.

MAPLE SYRUP.—The Quebec maple syrup is arriving freely and is quoted at $3.50 per gallon. Bottles and tins are also quoted as follows:

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
50s	....	0 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15 gal keg, per gal.	....	2 90
16 oz. bottles, 24 to case	....	8 85
5-lb. tins, 12 to case	....	17 35

Pure Maple Sugar, 1-lb. blocks,

Jams Are Higher

Toronto

CANNED GOODS.—All canned goods are moving freely. Asparagus tips and peas are rather scarce.

JAMS.—Wagstaffe's jams have advanced as follows:—Bramble Jelly in 16 ounce jars to $5.00 dozen; Black Currant in 16 ounce jars to $5.15 per dozen, in 4 pound tins to $1.35 each; Raspberry in 16 ounce jars $5.20 per dozen, in 4 pound tins to $1.40 each; Strawberry in 16 ounce jars to $5.40 per dozen, in 4 pound tins to $1.45 each.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s. doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Shelled Nuts Are Firm

Toronto.

NUTS.—There continues to be a firm tendency in the market for shelled nuts, particularly on walnuts and almonds, and higher prices for these lines are predicted in some quarters but in the meantime prices remain unchanged.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 78	0 80
Do., Manchurian	....	0 68
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Rice Shows No Improvement

Toronto.

RICE.—The rice market shows no change. Prices are firm with a tendency to reach even higher levels. Spot stocks are low with no improvement in sight.

SAGO AND TAPIOCA.—The demand for tapioca and sago is normal and the market is steady. Pearl tapioca is quoted at 12 cents per pound, bag lots. Sago is quoted at 13½ cents per pound, bag lots.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling	....	14 00

Dried Fruits Moving

Toronto.

DRIED FRUIT.—Dried fruits are moving freely in an uninteresting market. Prices are steady and all lines are well represented, with the exception of

THE SUGAR SHORTAGE

Hayden, Stone & Company in a recent report says:—

"Probably never in modern economic history has there been a more interesting situation in a great food staple than now exists in sugar. And one of the abnormal phases of this unusual situation is the fact that the price of Cuban raw sugars is actually one to two cents per pound higher than the wholesale price of granulated.

"The explanation is, of course, perfectly obvious. The U.S. refiners bought raws quite heavily in December at 6½ and 7 cents. They also bought freely at higher levels in January and February up to 12¼ cents. In the February break to 9⅛ cents there was further substantial buying by American refiners, although English buyers were probably the largest beneficiaries of this break. The refiners have sold no sugars below 14 cents and are now selling at 17 and 17½ cents, which is 2 cents per pound below the most recent sales of raws.

"The important point to our mind is that the consuming public has not yet felt the full effect of the extraordinary rise in raw sugar. When refiners come to melt and sell their 19 cent raws it should logically mean 23 to 25 cent refined sugar. The protest of the public, therefore, has yet to be registered. The refiners as a group have exerted every effort to stabilize prices and prevent a run-away market in refined. But it is broadly true that the public has yet to experience the full meaning of the drought which has cut down the Cuban crop 15 to 20%.

"Another point to bear in mind is that the present abnormal prices for raws are the only sure way to effect a cure. The operation of the law of supply and demand may be slow, but it is inexorable."

raisins, stocks of this line are gradually being depleted.

Spice Market is Strong

Toronto.

SPICES.—The spice market is quite active. Pepper stocks are gradually being depleted on account of the fact that primary markets are short of supplies. Spot stocks of ginger are short due to short crop and the big demand created for the manufacture of soft drinks.

Candles and Lamp Wick Up

Toronto.

CANDLES. — Pariffine candles advanced as follows:—12's in cartons of 6 pounds each, in cases of 36 pounds, 16½ cents per pound; 6's in cases of 36 pounds, 16 cents per pound; in less than case lots ½ cent per pound higher.

LAMP WICK.—Lamp wick advanced as follows:—A size in rolls of 12 yards to 45 cents per roll; B size in rolls of 12 yards to 65 cents per roll.

Vegetables Are Scarce

Toronto.

VEGETABLES.—Potato supplies continue to be light and although prices are easier than last week it is felt that the price will be higher and will continue to be high. Texas cabbage is offered at $8.50 per barrel containing about 90 pounds. Supplies of Southern vegetables are somewhat curtailed due to the railway strikes.

Carrots, per bag	1 50	1 75
Parsnips, per bag	....	2 75
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	0 08½	0 10
Spanish Onions, large case	....	6 00
Onions, white, large sacks	....	8 50
Celery, Florida	7 50	8 50
Cauliflower, Cal., standard crate	....	6 50
Potatoes—		
Ont., 90-lb. bags		5 50
Quebec, 90-lb. bags		5 50
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 00	1 25
Mushrooms, 4-lb. basket		1 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate		6 00
Do., Texas, barrel		8 50
Do., Cal., case, 80 lbs.		6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	....	1 00
Rhubarb, doz., bunches		1 25
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	6 00	7 00
Mexican Tomatoes in lugs	....	7 00
Cucumbers, per doz.	1 00	1 25
New Carrots, hampers	....	3 25
Asparagus, Cal., per case		10 00
New Beets, hampers		3 50

Pineapples Arrive

Toronto.

FRUIT.—Porto Rico pineapples are on the market and quoted at $8.50 per case. Navel oranges will soon be past and the prices are 50 cents to $1.00 per case higher. Strawberries are 25 cents per pint box. All Southern fruits are scarce and will continue as long as the railway strike is unsettled.

Cal. Navel Oranges—		
80s, per case		5 50
100s, per case		6 50
126s, per case		7 50
150s, per case		8 50
176s, 200s, 216s, 250s, per case		9 00
Oranges, Valencias—		
126s, 150s, 176s	6 00	7 50
Do., Seedlings	7 00	7 25
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300s, 360s	4 00	4 75
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
36s, 46s, 54s	....	5 00
64s, 70s, 80s, 96s, 126s	6 00	6 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	....	....
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	....	5 50
Tangerines, Cal.	....	4 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00
Strawberries, pints		0 25
Pineapples, Porto Rico—		
18s, 24s, 30s, case		8 50

Flour is Unchanged

Toronto.

FLOUR.—No change has occurred in the flour situation. The demand is normal for this season of the year and the prices are unchanged.

Bean Market is Steady

Toronto.

BEANS.—The demand for beans is steady and market conditions are unchanged. Stocks are well represented. Ontario hand picked are quoted at $6.00 per bushel and one to two pound pickers are quoted at $5.00 to $5.50 per bushel. Very few California limas are offered but Madagascar limas are plentiful and are quoted at 14 cents per pound in bag lots.

Many Lines Advance

Toronto.

MISCELLANEOUS.—Nonsuch Jumbo stove enamel has advanced to $1.20 per dozen. Paris Pate has advanced as follows:—Individual $1.40 per dozen, double $2.50 per dozen, and hotel size $12.00 per dozen. Beaver oil shoe dressing is up to $1.80 per dozen. Slick hand cleaner up to $1.35 per dozen. Rickett's blue 27 cents per pound. Brasso No. 3 size, to $1.65 per dozen, and No. 6 size to $2.70 per dozen. Cotton clothes lines, 72 feet, now $6.15 per dozen, 60 feet $5.15 per dozen, 48 feet $3.60 per dozen.

Millfeeds Remain Scarce

Toronto.

MILLFEEDS.—No relief in the shortage of millfeeds has occurred. The demand is very keen for all that is being offered.

MILLFEEDS		
Bran, per ton	....	71 00
Shorts, per ton	....	78 00

WINNIPEG MARKETS

WINNIPEG, April 30—Sugar still predominates. As a result of the uncertainty of the sugar supply holding out, products containing sugar, such as candies, biscuits and syrups, are expected to show decided advances shortly. Soaps will advance 50 cents a case within a short time also, it is expected. Some manipulation in the United States market is reported on the part of Brazilian operators of coffee plantations. To test the market, they offered coffee at nominal prices, but so eager was the response that these prices were withdrawn and forced upward. Spot stocks of coffee are scarce in United States. Summer fruits are beginning to arrive, the first being strawberries and California cherries. High prices prevail, however. A shortage of oranges is predicted for next week, the effect of the railway strike when shipments ceased. Vegetables are still up in price and a great shortage in almost all lines is being experienced.

Sugar Supplies Scarce

Winnipeg.

SUGAR.—An acute shortage of sugar has developed locally. There is a possibility of further advances, it is stated. It is said refineries are selling their raws in New York as the price prevailing there for raws still nets them a greater profit than refining in Canada.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Syrups to be Higher Likely

Winnipeg.

SYRUP.—Further advances in syrups are expected to be announced soon. Orders are taken on the condition that the prices prevailing on day orders are given will be accepted. The sugar situation is the cause of uncertainty with regard to syrup.

CANE SYRUP—	
Rogers, 2	7 85
Do., 5s	9 35
Do., 10s	8 90
Do., 20s	8 75
CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	6 80
Cases, 10 lb. tins, white, 1 doz. in case	7 80
Cases, 10 lb. tins, white, ½ doz. in case	7 75
Cases, 2 lb. tins, yellow, 2 doz. in case	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	7 20
Cases, 10 lb. tins, yellow, ½ doz. in case	6 95
MOLASSES—	
2-lb. tins, 2 doz. case	7 85
3-lb. tins, 1 doz. case	11 05
5-lb. tins, 1 doz. case	9 00
10-lb. tins, ½ doz. case	8 75

Package Goods Are Firm

Winnipeg

PACKAGE GOODS.—These commodities still remain firm, though price boosts are anticipated within a short time owing to higher prices being charged for cartons.

PACKAGE GOODS		
Rolled Oats, 20s, round cartons.	5 35	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 60	4 00
Cooker Package Peas, 48s, case..	....	6 00
Do., 36s, case	....	3 75
Cornstarch No. 1, lb pkts., per lb.	....	0 11
Laundry Starch in 1-lb. cartons, lb.	....	0 11½
Do., in 6-lb. tin canister	....	....
Do., in 6-lb. wood boxes	....	....
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 11½	0 13¼
Do., 6-lb. tins, 8 to case, per lb.	....	0 14¾
Celluloid Cold Starch, 1s, 45 in cs.	....	4 95
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case..	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case..	.	4 60

Cereals Tend Upwards

Winnipeg.

CEREALS.—An upward tendency is manifest in cereals this week, but the market is generally firm. Increase in barley, rolled oats and split peas have occurred. A general advance is likely.

Cornmeal, golden, 49-lb. sacks, per sack	....	2 40
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 00
Do., pot, 98-lb. sack, per sack..	....	7 75
Buckwheat, Gritz, 100-lb. sacks..	9 90	10 90
Rye Flour, 98-lb. sacks	....	5 25
Rolled oats, 80-lb. sack	....	4 85
Rolled wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Whole Yellow Peas, 60-lbs., per lb.	....	0 04
Do., green, 36 case, per case	....	3 75
Split Peas, 98-lb. sack, per sack.	....	9 00

Candies Will be Higher

Winnipeg.

CANDIES.—A general advance of 2 cents per pound on candies and biscuits by a local manufacturer is expected shortly. All substances containing sugar will rise in accordance with the increasing price of sugar, dealers say.

Cloves Have Advanced

Winnipeg.

SPICES.—Cloves show another advance this week, having gone up 2 cents a pound at the scurce in Zanzibar. Peppers are firmer. Other prices are unchanged.

Raisins Continue Scarce

Winnipeg.

DRIED FRUITS.—Raisins are still scarce on the market and high prices rule. Prunes have slumped considerably on account of large quantities stored for export and inability to ship owing to the switchmen's strike. Exchange rates also have done their share to create the situation. Currants for future delivery are quoted at lower prices. The market is firm.

Canned Fruits Unchanged

Winnipeg.

CANNED GOODS.—The shortage in certain lines of canned foodstuffs has not been relieved Otherwise prices are unchanged.

Nuts May Advance

Winnipeg.

NUTS.—Nuts tend to upward prices, but the market is firm, with no present price changes.

NUTS—		
Pecans, in shells, per lb	....	0 30
Peanuts, in shells, roasted, lb.	0 20	0 25
Do., green, per lb.	0 18	0 23
NUTS, SHELLED—		
Salted Peanuts, 10-lb. tins, tin	....	4 20
Spanish Valencia Almonds, lb.	0 62	0 65
Jordan Almonds, per lb.	....	0 75
Walnuts, Manchurian, per lb...	0 80	0 83

Coffee Remains Firm

Winnipeg.

COFFEE.—There has been a slight decline in the coffee market this week. There is, however, a general opinion that Brazilian operators made offers for the purpose of feeling out the market in the United States, for, as soon as it was evident that there were a great number of buyers at the low figures quoted, prices immediately jumped up to higher levels. There is a shortage of spot stocks in the United States. There has, however, been no change locally, the market remaining unaffected and firm. Rios are somewhat easier.

Ceylon Tea Steady

Winnipeg.

TEA.—Rupee exchange this week was slightly higher but the market in Ceylon was steady. There has not been much change either way. Prices remain the same.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Bean Market Weak

Winnipeg.

BEANS.—The bean market has not strengthened during the week. A firmer tone is expected shortly, however.

White Beans, hand picked, 100-lb. bag, per bag	....	8 50
Do., fancy picked, 100-lb. bags, per bag	....	7 75
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rices Are Scarce

Winnipeg.

RICE.—Market unchanged as regards prices, but supplies are not good. There is still a possibility that prices will mount, however.

Soap to Advance

Winnipeg.

SOAP.—Soaps are expected to advance generally 50 cents a case according to predictions of dealers. It is certain that some manufacturers will advance the prices.

Strawberries Arrive

Winnipeg.

FRUIT.—Strawberries are coming in plentifully, but high prices prevail. Twenty-four pints of Louisiana berries sell at $6.50 a case. The cold weather is injurious to the trade at present. Oranges were not shipped from California during the railway strike and a shortage will be felt at the beginning of the week. Only a few rolling cars arrived, slightly relieving the situation. California cherries are due May 1, but they will command high prices, it is predicted. All present prices are unchanged for seasonable fruits.

Navel Oranges—		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 75
176s, per case	....	10 00
200s, 216s, and smaller, per case	....	10 75
Cal. Blood Oranges, 176 and smaller, per case	....	10 50
Lemons, Cal., per case	7 50	8 00
Bananas, red, per lb.	....	0 10½
Strawberries, 24 pts., case	....	6 50

Vegetables Are Higher

Winnipeg.

VEGETABLES.—There have been many changes in the price of vegetables during the week. Rhubarb is the only vegetable showing a decrease, but leaf lettuce, imported beets, turnips, carrots, potatoes, and onions are showing decided advances. Onions are stated to be entirely off the market, with no immediate prospect of obtaining any. The reason for the lowering of rhubarb is the arrival of walla-walla rhubarb from Washington in great quantities. Celery is right off the market, and there is a shortage of everything.

Potatoes, per bushel	3 50	4 00
Turnips, per cwt.	....	4 00
Beets, per cwt.	....	5 00
Carrots, per cwt.	....	5 00
B.C. onions, per cwt.	....	....
Cabbage, per cwt.	9 00	10 00
B.C. apples, box	....	3 50
Ontario apples, box	....	3 50
Tomatoes, Mex., per lug, 30 lbs.	....	5 00
Cauliflower, per case	....	4 50
Fresh rhubarb, lb.	0 15	0 18
Head lettuce, per case	....	5 50
Do., per dozen	....	1 50
Leaf lettuce, imported, doz.	....	0 75
Celery, per crate	....	....

VANCOUVER

Sugar is Higher

Vancouver.

SUGAR.—Granulated sugar is now selling on a basis of $18 per hundred to the trade.

Jams Are Up Again

Vancouver.

JAMS.—Pure jam took a jump of a dollar and compound $2, making strawberry in pure jam sell now at $16.50 and compound at $12. Local orange marmalade is now quoted at $12.45.

Salt Has Advanced

Vancouver.

SALT.—Wholesalers are advised of an advance in the price of salt. Barrels 30 cents and 10 cents per dozen on shakers.

Map of Italy Olive Oil

Vancouver.

OLIVE OIL.—"Map of Italy" brand of olive oil has been unobtainable for several years; a shipment was distributed recently and will wholesale in gallon tins at $6.50 per gallon.

Candied Peels Advance

Vancouver.

PEELS.—Candied peel was advanced 4 cents per pound, the price now standing as follows: Lemon, 47 cents; orange, 49 cents; citron, 55 cents.

Beans Have Strengthened

Vancouver.

BEANS.—An importer advises that the market on Japanese beans has

(Continued on Page 34)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 30.—Advances have been registered on oyster shell, shrimps, candles, parowax, Keen's blue, and Krinkle corn Flakes. Lard is easier, now quoted at $18 to $18.60. Eggs are $15.50 per case. Most cooked meats are higher and bacon also has shown slight advances. Australian currants are quoted at 23 cents per pound and Filiatras are selling at 22 cents. Excelsior dates are $5.90 per case, and Dromedary at $7.35 per case. Fair quantities of B.C. sugar is arriving. Local potatoes have advanced to $120 to $150 per ton. Lemons and oranges are 50 cents to $1 per case higher.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 27½	0 30
Butter, creamery, lb.	0 70	0 74
Do., dairy, lb.	0 55	0 60
Lard, pure, 3s	18 00	18 60
Eggs, new laid, local, case	....	15 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 80
Raspberries, 2s, Ontario, case	....	10 80
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	....	0 26¾
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	120 00	150 00
Lemons	7 50	8 50
Oranges	7 50	8 00
Grapefruit	7 00	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 30.—Markets in Regina are firm with a fair supply of all commodities except potatoes. Salt has advanced slightly owing to the high price of containers. Paper bags have advanced 4 per cent. and also twine. Jobbers are preparing for an advance in soaps. Soft drinks and ciders have gone up again because of high cost of ugar. Valencia oranges are arriving and are selling at $6 to $9 per case. There is a very limited supply of Southern vegetables owing to strike.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 67
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 45
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	2 00	2 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 30.—Business very brisk on account of opening river navigation, which helps to stimulate trade in heavy grass and other seed orders. Supplies of sugar very scarce and little relief is expected before early May. Molasses is higher. Ontario cheese is selling at 29½ to 30 cents per pound. Dairy butter is easier. Eggs are plentiful. Potatoes are scarce.

Flour, No. 1 patents, bbls., Man.	....	15 10
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 40
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 60
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.	0 47	0 48
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 42	0 45
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	0 58	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	8 00
Lemons, Cal., case	6 00	6 50
Grapefruit, Cal., case	6 50	7 50
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

VANCOUVER MARKETS

Continued from page 34

strengthened slightly recently—the jobbers are still quoting Kotenashi at $7.50.

United States Apples

Vancouver.

FRUIT.—Wenatchee and American Okanagan apples seem to be finding a ready sale in British Columbia. Several cars of winesaps are being rapidly absorbed by Water Street. The best bring $4.50. Straight cars of strawberries are being received in Seattle, and small shipments except those cars are made here. The Seattle price at present is $5.50 per crate.

Vegetables Are Scarce

Vancouver.

VEGETABLES.—Local green onions and local spinach is now on the market. The local spinach is conceded to be much superior to the walla walla stock; it is selling freely at 14 cents. The cabbage from across the line is of very poor quality, though the price ranges from 8 to 10 cents per pound. Tomatoes are easier at $5.50 to $7 per lug box. Victoria cauliflower has stiffened to $6 per crate. Potatoes are selling to the trade at $8 per sack.

Potatoes, Ashcroft	....	150 00
Do., Mainland, ton	110 00	115 00
Do., local	....	100 00
Carrots, per lb.	....	0 08½
Beets, per lb.	....	0 08
Turnips, per lb.	....	0 02½
Cabbage, per lb.	....	0 05
Onions, B.C., sacks	....	9 50
Do., New Zealand, crate	....	9 50
Valencia Onions, sack	....	9 00
Head lettuce, Cal., case	....	7 25
Do., leaf, per doz.	....	0 70
Tomatoes, Mexican	....	8 50
Do., hothouse	....	7 50
Celery, per dozen	....	3 00
Cauliflower, per crate	....	6 00
Cauliflower	....	4 25
Cucumbers, per dozen	....	2 50

Eggs Are Higher

Vancouver.

EGGS.—The egg market has slightly strengthened. Best eggs are selling at 52 cents per dozen.

Butter is Unchanged

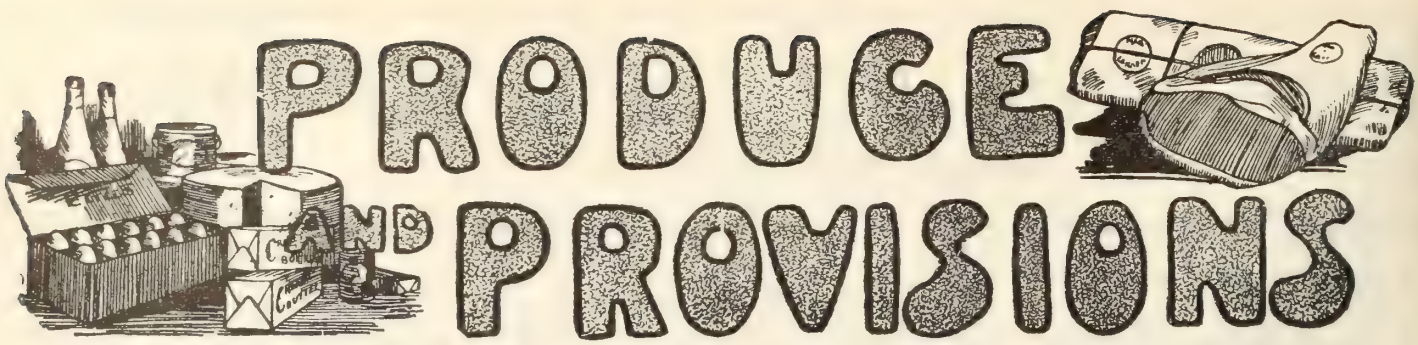
Vancouver.

BUTTER.—The butter market is unchanged. Fresh creamery butter is quoted at 74 cents per dozen.

Lard Has Declined

Vancouver.

LARD.—A decline was noted on pure lard of 2½ cents per pound, the prices now reading: 3s, $18.60; 5s, $18.55; 10s, $18.45.



Increasing Sales in Spring Vegetables

Freshness is the First Essential and an Attractive Display is Also Necessary—An Inexpensive Way to Show Vegetables

SPRING vegetables are now arriving. Every grocer wants his full share of the business and in order to get it he must make some effort, some improvement in his handling, his buying and his advertising. Early spring vegetables are perhaps the most delicate of all produce the grocer is called upon to handle. They are expensive and must be quickly turned over. They are seldom sold over the telephone. The customer wants to see what he or she is buying in that line and in a great many cases the sale is entirely a product of suggestion. Then again seeing is believing when it comes to advertising vegetables. The conclusion then is that the most important factor in the sale of early vegetables is a proper and careful display.

Freshness is Essential

In order that this trade shall be more than simply an accommodation to the public, it must be developed with care and attention. There are two outstanding features that appeal to the passing public, namely the size and the freshness of the produce. Nature is entirely responsible for the first quality and the grocer is always careful in his selections, but for the freshness the merchant is largely responsible. They must not be forgotten, because half a day in the sun will make, for instance, early radishes, unfit for sale. One good plan is to keep all but a small quantity, for display, in the refrigerator or some other damp, cool place. Sell the display first or what it contains will be a dead loss, and a big share of the profits eaten from the other sales. This is not the best plan, however, because the value of a striking display is lost.

An Inexpensive Display

The best results are obtained only when an abundant stock of apparently fresh picked vegetables are in view. Many excellent methods have been employed by different grocers throughout the country for obtaining these results. Many of these methods are expensive, such as refrigerating counters, and others take up too much room to be practical for the grocer whose business has already outgrown his store accommodation. There is however a plan that is neither expensive nor cumbersome. A V-shaped tray similar to the one in the accompanying sketch can be made of tin. The dimensions will depend upon the size of the show window in which it is to be used. The edge of the tray is turned up about an inch and a half all the way around. At the vertex of the tray the sides will be cut away about an inch wide to allow the water to drain off. If this is done it will prevent the vegetables from getting soggy with water. In the centre of the pan an ordinary shower nozzle can be inserted through a hole cut in the tin. This spray may be connected by rubber tubing to the nearest tap or water pipe. Two wooden legs on the widest end of the tray will tilt it up so that when it is placed in the window it may be banked up with vegetables and the whole surface will be easily seen from the street. There is something about the tilt of the tray that suggests the cornucopia. The best spray on the greens is obtained when the nozzle is inserted at a slight angle, that is so the face is parallel with the floor of the window on which it is standing. The rest of the window may be dressed with anything appropriate or fruit can be banked around the tray.

Are Taking Advantage of Exchange

Potato Merchants Are Shipping Large Quantities to United States Points, Because of the High Exchange Rate

THAT a large portion of the available supplies of potatoes in Canada are finding their way to the United States is the real cause of the present high prices is the opinion of Toronto potato merchants. American buyers are offering $5.50 per bag f.o.b. Toronto and will take any amount that is offered and glad to get them. Ten carloads left Toronto Monday night for the border and twelve more on Wednesday, and the only reason that larger quantities are not being shipped is due to the railroad strike, which is causing shipments to be held at border points, and, in a way, is practically an embargo. Apparently this lack of transportation has had no effect upon the American buyers, who are operating in this country. The United States are short of potatoes and is willing to pay almost any price to get sufficient supplies to meet demands. Then again, the Southern crop, on account of adverse weather conditions, is some three weeks late. This is another reason why our neighbors across the line are so anxious to get a supply of Canadian potatoes.

As to the quantities still available, nothing definite can be learned. Some dealers are of the opinion that there are still quantities throughout the country, but farmers are loath to let them go until after they are sure of the amount necessary for seeding purposes. Other dealers state that there are very few potatoes in the country.

"We are not making any more profit on a bag of potatoes at these high prices than we were when the price was away down," stated E. J. Ryan, potato merchant, 79 Colborne Street, Toronto, to CANADIAN GROCER, "but by shipping to the United States we benefit by the exchange. The American buyers come

Violation of Federal Egg Law is Alleged

Wholesale Grocers in Saskatchewan Stand to Lose Considerable Money in a Recent Transaction

WINNIPEG (Special).—For alleged violation of the Federal egg law, several wholesale grocers in Saskatchewan stand to lose considerable sums in a recent transaction, according to word received in Winnipeg from Ottawa this week.

A car containing 420 cases of eggs is in an Ontario city awaiting the payment of $250 as excess freight. The eggs were shipped in lots of 90 cases each at less car lot rates, thus avoiding grading and Government inspection, which is necessary on all lots of 100 cases or over, before they can be shipped from one province to another.

Graded and Government-inspected eggs sell from 5 to 7 cents a dozen over straight receipts. The loss to this buyer, in addition to the extra freight, will be severe. The Federal egg laws are for the protection of the buyer, and ultimately the consumer, and if their provisions are adhered to by the trade, losses such as the above are eliminated.

SALMON RUN A RECORD

New Westminster, B.C., April—Spring salmon fishing is now in full swing on the Fraser River and about 500 fishermen are engaged. Never in the past four years have salmon been so plentiful, and the fishermen are getting record prices.

BRITISH GOVERNMENT BUYING PICKLES

Purnell & Panter, Limited, Bristol, England, manufacturers of pure malt vinegars, pickles and sauces, have just received, says an Old Country dispatch, a further contract from the British Government for pickles.

into our warehouse and offer $5.50 per bag and even buy cars at that price without us touching them. They pay the cost of the potatoes and also prepay freight in American money. The exchange on a bag at the present price is around 60 cents, and as a car contains about 450 bags, the profit on the car in exchange is about $250."

"Is that the reason that you sell to the United States in preference to Canadians?" Mr. Ryan was asked. "Undoubtedly," he replied, "it is purely a matter of business. In this way we are able to make a little profit. These potatoes cost us from farmers $5.25 a bag. The cost of unloading is 20 cents a bag, and when resold to the retailer at $5.75 a bag there is very little in it for us, so why shouldn't we sell to the Americans?"

John Stronach, of Stronach & Sons, another potato merchant, admitted that Toronto dealers were selling to American buyers. "But," he stated, "they are paying us the same price as we are charging local retail merchants, but we don't have to do any unloading, and, furthermore, we make an extra profit on the exchange."

"Is there any truth in the assertions of the daily papers that there are 140,000 cars held on the tracks for higher prices" he was asked. "That is absurd," replied Mr. Stronach. "That would figure to over five and a half million bags of potatoes. There might have been thirty or thirty-five cars standing at one time, but that is nothing when you consider that Toronto at the present time consumes six cars a day, and I have known the consumption to be ten cars a day."

EASTERN BEVERAGE FIRMS UNITE

The Maritime Syrup & Beverage Company, Halifax, N.S., and the Maritime Cider Company, St. John, N.B., have been consolidated and are operating under the name The Maritime Syrup and Beverage Company, Halifax. They have the two factories, one at St. John and one at Halifax, and are extending their line of "B" brand cider to include soda fountain syrup, soft drinks, etc.

The firm is putting out a new beverage to be known as "Bee Cola." The Blue Ribbon Beverage Company, St. John, N.B., has been apointed representatives for that city. Representatives are located in many of the towns in the Maritime Provinces, and others are being selected in other parts of Canada.

CARP WILL BE HIGH

A fish buyer is authority for the statement that all kinds of fish will be cheap this season, with the exception of carp. This hitherto despised fish is used by the great fish houses for fancy smoked and spiced fish, and the demand for them is so great that a stiff market price will be established.

Labor Unions Want Oleo Excluded

Tradesmen in Regina Do Not Want Oleo But Moose Jaw Merchants Want It Continued

REGINA, April 27.—Retailers have been discussing the question of the sale of oleomargarine, which sells in this Province for 45 cents a pound as compared with butter at from 70 to 80 cents. The Retail Merchants' Association of Moose Jaw wants the sale of oleo continued on the ground that it helps to keep down the cost of living. On the other hand the Trades and Labor Council of Regina want oleo excluded on the ground that it is not so nutritious as butter, and in this they have the support of the Grain Growers' Association.

—Orr in the Chicago *Tribune*.

THE REASON HE'S SO HARD TO CAPTURE.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 30—The feature of the produce market this week is the decline in the price of butter. It is selling now in some quarters as low as 61c for the fresh made creamery. The reason is the better supply of fresh butter and the decreasing demand from outside markets. Eggs are higher on account of the demand for packing and export. The prices of meats are firm at the advance quoted last week. Lard is cheaper this week by ¾c per pound with freer supplies. Shortening is also cheaper, quoted one cent a pound cheaper than prices quoted last week. There are better supplies of fresh fish with easier prices.

Fresh Meats Are Firm

Montreal.

FRESH MEATS.—The prices on live hogs are firm at the advanced prices quoted last week. Dressed meats are a little higher in some quarters, equalizing the advance on the live stock. Leg of pork is quoted at the abattoir at 36c and pork sausage is now 25c per pound.

BEEF.—The prices on beef are very firm and a break would not be surprising. Hind quarters are quoted as high as 30c per pound. Fresh lamb is quoted at 35c per pound for the whole carcass.

FRESH MEATS

Hogs, live (selects)	21 00
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	30 00
Fresh Pork—	
Legs of pork (foot on)	0 36
Loins (trimmed)	0 39
Loins (untrimmed)	0 37
Bone trimmings	0 23
Trimmed shoulders	0 29½
Untrimmed	0 28
Pork Sausage (pure)	0 25
Farmer Sausages	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 20	$0 25	..Hind quarters..	$0 25	$0 30
0 12	0 14	..Front quarters..	0 14	0 18
....	0 38	..... Loins	....	0 44
....	0 28	..... Ribs	....	0 30
....	0 15	.... Chucks	....	0 16
....	0 22	..... Hips	....	0 24

Calves (as to grade)	0 22	0 28
Lambs 50-80 lbs. (whole carcass). lb., frozen		0 28
Do., fresh		0 35
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 20

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—There is no change in the prices of barrelled meats, The demand is not heavy but in view of the new prices on fresh meats there is also a strong tendency to barrelled meats.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Cooked Meats Firm

Montreal.

COOKED MEATS.—There is no change this week in cooked meats but on account of the firm market in fresh meats the tendency is for higher prices in the near future.

Jellied pork tongues		0 46
Jellied Pressed Beef, lb.		0 33
Ham and tongue, lb.		0 30
Veal and tongue		0 23
Hams, cooked		0 50
Shoulders, roast		0 50
Shoulders, boiled		0 43
Pork pies (doz.)		0 75
Blood pudding, lb.		0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 64

Firmer Prices on Bacon

Montreal.

BACON.—With the stronger pork market there is a firmer market for bacon. The best breakfast bacon is quoted at 46c while smoked breakfast is offered at 40c.

BACON—	
Breakfast, best	0 46
Smoke Breakfast	0 40
Cottage Rolls	0 36
Picnic Hams	0 30
Wiltshire	0 46
Medium Smoked Hams	
Weight, 8-14	0 32½
Do., 14-20	0 36½
Do., 20-25	0 32½
Do., 25-35	0 26½
Over 35	0 25½

Lard Has Declined

Montreal.

LARD.—The lard market is considerably weaker this week. There is a drop in the quotations of ¾c a pound in some instances. The supply is more plentiful and the demand is good.

LARD—	
Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28¾
Pails, 20 lbs.	0 29
Bricks	0 31

Shortening One Cent Less

Montreal.

SHORTENING.—There is a decided drop in the price of shortening this week. It is a drop of one cent a pound over the prices quoted last week. The supply is better and the demand is very good.

SHORTENING	
Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs., per lb.	0 26¾
Pails, 200 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27¼

Demand for Margarine

Montreal.

MARGARINE.—There is the usual demand for margarine with firm prices. The sales may drop off with the better supply of butter.

MARGARINE—		
Prints, according to quality, lb.		0 37
Tubs, according to quality, lb..	0 31	0 35

Creamery Butter Cheaper

Montreal.

BUTTER.—There has been a drop in the price of butter. The storage butter is done and with the pasturage open there is a little freer supply of butter. Creamery prints are selling at 63 cents and tubs are selling at 62 cents. Good dairy butter is offered at 56 cents and 57 cents for prints.

BUTTER—		
Creamery, prints, qual., new..		0 63
Do., solids, quality, new....		0 62
Dairy, in tubs, choice	0 48	0 56
Dairy, prints		0 57

Advance in Fresh Eggs

Montreal.

EGGS.—With the beginning of the packing and export season the egg market has become so firm that an advance of one cent a dozen on fresh eggs has become necessary. The present price is strong with a very good demand.

EGGS—	
New laid	0 53

Cheese Market Steady

Montreal.

CHEESE.—The market in cheese is strong at the present levels. The export trade is expected to develop shortly with the opening of navigation and with this a stronger and more brisk market is expected.

CHEESE—	
New, large, per lb.	0 29½
Twins, per lb.	0 30
Triplets, per lb.	0 30
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 32
Quebec	0 30

Poultry Market Stronger

Montreal.

POULTRY.—The poultry market is a little stronger this week. There is an advance of practically one cent a pound on chickens, ducks and geese. Turkeys are not quoted as there is very little call for them and there is very little offered on the market.

POULTRY (dressed)—	(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)		0 47
Young Domestic		0 42
Turkeys (old toms), lb.		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

Halibut Cheaper

Montreal.

FISH MARKET.—Practically the only change in the fish market is the transfer of some lines from the frozen column to the fresh column. This is significant of the fact that fresh sea fish are in better supply. Halibut from the East is in and the prices have dropped two cents a pound. The opinion is expressed that

fresh fish will be in better supply from now on. Fresh salmon is very scarce. A shipment of fresh round pike is expected in Montreal this week. This is the first of the lake fish.

FRESH FISH

Haddock	....	0 07
Steak cod	....	0 11
Market cod	0 07	0 07½
Mackerel	....	0 18
Flounders	0 10	0 12
Prawns	....	0 50
Live Lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 33
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Halibut	....	0 25
Gaspereaux, per lb.	....	0 06½

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	18 00
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

ONTARIO MARKETS

TORONTO, April 30—The produce and provision markets are somewhat firmer. Spring lamb is scarce and quoted at $14.00 to $18.00 each. Hogs and pork cuts are firm. Bacon and hams are firm under recent advances. New cheese is arriving in good supply and the market has improved, due to the exporting which has gone forward. A firmer to higher tone has developed in the egg market, supplies are rather scarce and are going into consumption rather than for storage purpose. The butter market is easier. Lard, shortening and margarine are unchanged. Fish business is quiet. Poultry is in good demand at steady prices.

Spring Lamb is Scarce

Toronto.

FRESH MEATS.—Spring lamb is offered at $14.00 to $18.00 each but the supply is rather scarce. Dressed hogs are selling at 26 to 28 cents per pound. Supplies of beef are fair and the demand is brisk. Calves are fairly plentiful and are quoted at $22.00 to $24.00 per hundred.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	....	20 75
Live, fed and watered, per cwt.	....	20 50
Live, f.o.b., per cwt.	....	19 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 36½
Fresh hams	....	0 38
Loins of pork, lb.	....	0 41
Tenderloins, lb.	....	0 60
Spare ribs, lb.	....	0 25
Picnics, lb.	....	0 24
New York shoulders, lb.	....	0 29½
Boston butts, lb.	....	0 33½
Montreal shoulders, lb.	....	0 30½
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 30
Chucks, lb.	0 15	0 16½
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 22	0 24
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 26
Spring lamb, each	14 00	18 00
Yearling lam, lb.	0 30	0 33
Sheep, whole, lb.	0 16	0 22

Above prices subject to daily fluctuations of the market.

Bacon is Unchanged

Toronto.

PROVISIONS.—Hams and bacon are ruling steady under the advances of last week. Salt meats and barrel pork are also firm. Prices remain as listed below:

Hams—		
Medium	0 40	0 42
Large, per lb.	0 33	0 34
Heavy	0 29	0 30
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av, 50-70 lbs.	....	0 28½
Do., av. 80-90 lbs.	....	0 27½
Clear bellies, 15-30 lbs.	....	0 31
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 10 to 12 lbs.	....	0 27½
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	49 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:—		
Heavy	....	48 00
Lightweight	....	54 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Steady

Toronto.

COOKED MEATS.—The market for cooked meats is steady and business is reported excellent especially on cooked hams, which are quoted at 57 to 59 cents per pound. Jellied tongue is also in good demand at 55 to 60 cents per pound.

Boiled hams, lb.	0 57	0 59
Hams, roast, without dressing, lb.	0 57	0 60
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

New Cheese Arrives

Toronto.

CHEESE.—New cheese is arriving in good supply and quoted at 27½ to 28 cents per pound. As a whole the cheese market has a better tone. Some exporting has gone forward.

CHEESE—		
Large, old	0 30	0 31
Do., new	0 27½	0 28
Stilton	0 32	0 34

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Egg Prices Advance

Toronto.

EGGS.—A firmer to higher tone has developed in the egg market. Supplies are not over abundant and what quantities are arriving are mostly going into consumption. Quotations are from 2 to 3 cents per dozen higher.

EGGS—		
Fresh	0 53	0 54
Fresh selects in cartons	0 55	0 56

Prices shown are subject to daily fluctuations of the market.

Butter Has Weakened

Toronto.

BUTTER.—The butter market has an easier tone. A great deal of fodder butter is arriving. This butter will not keep for any length of time. It must be used almost immediately with the result that the market has weakened. Quotations for fresh creamery are 67 to 68 cents per pound.

BUTTER—		
Creamery prints	0 67	0 68
Dairy prints, fresh, lb.	....	0 59
Dairy prints, No. 1, lb.	....	0 56

Margarine is Normal

Toronto.

MARGARINE.—There is no change in margarine. Prices and business are steady.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37½
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Shortening Prices Hold

Toronto.

SHORTENING. — The market for shortening is steady and the demand is fair. Prices are unchanged.

SHORTENING—		
1-lb. prints	0 29½	0 30
Tierces, 400 lbs.	0 27	0 28

Lard Prices Maintained

Toronto.

LARD.—Lard prices have now reached the same level as shortening. This is unusual as lard as a rule is 3 or 4 cents per pound higher than shortening. Dealers state the reason for this is probably because bakers are now using shortening in place of lard, which has created a falling off in the demand for lard.

Tierces, 400 lbs.	0 27	0 29

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb prints 2c higher than tierces.

Fresh Halibut Arrives

Toronto.

FISH.—The fish market is unchanged. Business is quiet and prices are well maintained. Fresh halibut is on the mar-

ket and quoted at 23 to 24 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 15	0 17
Do., medium	....	0 19
Fresh Whitefish	....	....
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Halibut, chicken	....	0 15
Do., Qualla	0 10	0 11
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickerel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel	....	0 30
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 19
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry in Good Demand

Toronto.

POULTRY.—There is a good demand for all kinds of poultry. Live poultry is rather scarce but dressed is in fair supply. Ducklings are somewhat easier, being quoted at 35 to 40 cents per pound dressed. Lightweight hens are up, being quoted at 32 to 40 cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed	
Hens, heavy	....	0 42
Do., light	0 32	0 40
Chickens, spring	....	....
Ducklings	0 35	0 40
Geese	0 25	0 30
Turkeys	0 45	0 55

WINNIPEG MARKETS

WINNIPEG, April 30—The market is not greatly changed from last week. Hog receipts still remain light, with no prospect of improvement, owing to continued scarcity of feed. The market for hams and bacon is expected to become brisk as summer comes on. Eggs are scarce, owing to muddy roads preventing farmers from bringing them to the markets. A slump is expected with the improvement of the roads. Creamery butter still is high, while dairy butter is absolutely off the market. A few lines of fish are at present unobtainable.

Hog Receipts Unimproved

Winnipeg.

HOGS.—Receipts are still light, the same situation as that of the last several months prevailing. There is no prospect of any increase in receipts. Causes are given as less production and the scarcity and high price of feed. Lights are varying considerably just now.

HOGS—

Selected, cwt.	....	20 00
Heavy, cwt.	....	18 00
Light, cwt.	17 00	20 00

Ham and Bacon Firm

Winnipeg.

HAM AND BACON.—The supply is abundant and the market is firm. It will improve with the coming of summer weather. The prices are firm, and prospects are that they will remain so.

Eggs Are Scarce

Winnipeg.

EGGS.—Eggs are 45 cents delivered in Winnipeg. There is a shortage on the market due to the bad roads caused by the spring thaw. Farmers consequently are saving their eggs, which is expected to result soon in a slump of the market.

Creamery Butter Higher

Winnipeg.

BUTTER.—Creamery butter is still commanding high prices. There is just enough to supply the demand, with no surplus whatever. Prices are expected to remain in high altitudes for at least a month. There is no dairy butter on the market at all. Prices are unchanged from last week.

BUTTER—

Finest creamery	....	0 72
Margarine, 1s	....	0 38

Cheese Market Steady

Winnipeg.

CHEESE.—The cheese market remains steady, with prices unchanged.

CHEESE—

Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Poultry Prices Firm

Winnipeg.

POULTRY.—There is no change recorded in the poultry market. Prices are firm and the demand is steady.

POULTRY—

Turkey, live weight, lb.	0 23	0 28
Geese	0 15	0 19
Duck	0 16	0 18
Chickens	0 19	0 22

Some Kinds of Fish Scarce

Winnipeg.

FISH.—Several lines of fish have disappeared from the market. These include bloaters, kippers, fillets, Holland herring and Labrador herring. Otherwise the market remains unchanged.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
per bbl.	....	8 50
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases.	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case.	....	....
Do., Western, 20-lb. boxes, box	....	....
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	....
Do., Western, 20-lb. boxes, box	....	....
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	....
Do., Mixed, 9-lb. pails, per pail	....	....
Labrador Herring, 100-lbs. bbls.,		

Dept. of Agriculture May Control Feeding Stuffs

A Move is to be Made in Parliament to Bring This About—Registration of Each Brand

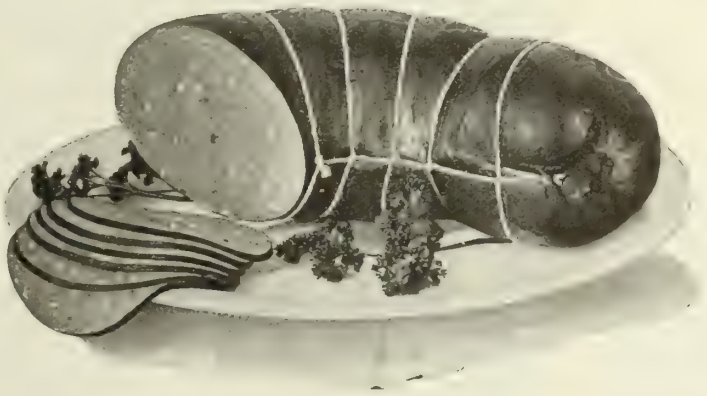
OTTAWA, April 26.—All commercial feeding stuffs may be put in the control of the Federal Department of Agriculture. A move is to be made in the Commons, it was announced, with this end in view. This move, if successful—and there is little doubt that Parliament will agree to sanction it—will be of tremendous importance.

For some time past it has been felt desirable that the control of the inspection and sale of commercial feeding stuffs, such as bran, shorts, chopped feed and middlings, should be in the hands of the Department of Agriculture, and a bill will be introduced to permit of regulations being made and administered by this department, which, after all, is the one most directly interested in the question.

This bill will provide for the registration of each brand of commercial feeding stuffs offered for sale; for the proper marking of sacks, etc., containing these feeds, for the prevention of adulteration and the regulation of the quantity of noxious weed seeds allowed.

The new act will provide penalties of from $25 to $500 for any contravention of the act itself or its regulations, and it will take the place of the Commercial Feeding Stuffs Act of 1909.

DAVIES
QUALITY
PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED
TORONTO



Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

We guarantee all our bologna to contain **no artificial coloring whatsoever.** The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

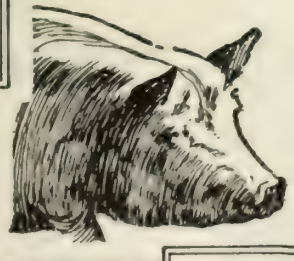
Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL



Once tried,—Always used!

This is the record of "Easifirst" Shortening. The economy, purity and good cooking qualities of "Easifirst" bring many repeat orders.

Be prepared to supply it.

Phone Junction 3400

GUNNS LIMITED
WEST TORONTO

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

"'Brunswick Brand' Again, Please"

will be the invariable request from your customers once you have introduced these peerless sea food products.

The Brunswick Brand trade mark is your guarantee of purity and perfection, Mr. Grocer, and your assurance of a continued profitable chain of repeat orders.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

Feature H.P. Sauce as your Leading Line

Our bright, live advertising is creating an exceptional demand. Be ready to meet this demand, and by prominently displaying H.P. in your shop you will obtain the full benefit of the money we are spending in advertising.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

Our ever-increasing trade is built on manufacturing only the best. Your trade must be built on selling the best.

The quality of **our** salt gives **you** a reputation which brings confidence and custom.

We make the following famous salts:—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running sold in cartons)

Windsor Dairy Salt
(The butter-maker's favorite)

Windsor Cheese Salt
(The Prize Winner)

NOTED FOR SUPERIOR QUALITY

Made in Canada

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
Owen Sound, Ont.

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocer's co-operation.

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

READ what John Drury, Gelert, Ontario says about results obtained from our Want-Ad. Page :

"Have received several applications for position as advertised in CANADIAN GROCER and from which I have secured a good situation."

If you are looking for a better position or want to buy a business or sell one, why not tell the grocery trade through this Want-Ad Page? The cost is only three cents per word for first insertion, two cents per word each subsequent insertion with five cents extra per insertion for Box Number. Replies will be forwarded to you.

CANADIAN GROCER 153 University Avenue TORONTO, Ontario

Creating Export Markets

A few months ago a British firm of importers, located in London, England, asked us for names of packers of condensed milk in Canada. We sent them a copy of "Canadian Grocer" which contained the announcement of the name of a prominent company. They write, December 17th, as follows:

"You will be interested to know that as a result of our asking you some time ago for information for packers of condensed milk and referring us to ——— people, we were able to place orders with that firm within a few months to the extent of £72,000."

—An instance of the splendid service MacLean business papers are giving in introducing Canadian business firms to world-wide markets. This double approach to business means much to all firms who are interested not only in home markets, but also in whatever foreign markets can be developed.

MacLean business papers give an added service by constantly adding to their readers the names of foreign concerns in all important world-wide markets where Canadian goods can and will be sold. Publicity in these media gives the same effective service in the development of foreign sales that it does in Canada. We could tell you of many other instances where business papers have developed splendid markets where none were thought to exist.

What an opportunity for scientific, intensive, wasteless and immensely productive advertising—and what amazing results are being reaped by those who know how to grasp it. Give us an opportunity to show you how MacLean business papers can develop foreign trade in addition to building up your Canadian business.

The MacLean Publishing Company, Limited

Publishers of the following specialized business papers:

Hardware and Metal — **Men's Wear Review**
Sanitary Engineer — **Dry Goods Review**
Canadian Grocer — **Druggists' Weekly**
Bookseller and Stationer

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

TAXES ON A VACANT LOT

Can town council collect back taxes on vacant lot which they sold for taxes? Can they follow other property for the difference?—Tyne Bros., Rainy River, Ont.

Answer.—Yes, the town council can collect back taxes on vacant property which was sold for taxes, provided the amount realized from the sale of the property was insufficient to pay the amount of the taxes. They cannot sell other property to pay up the taxes unless such other property is in arrears for taxes a sufficient period of time to give them the right by law to sell it.

It is usual, however, to fix a price for property being sold high enough to pay the taxes; however, it may be possible that your property was not worth the amount of the arrears of taxes, in which case the town looks to you to make good their loss.

MANUFACTURERS OF REINDEER FLOUR

Who are the manufacturers of Reindeer Flour?—R. D.

Answer.—Peterborough Cereal Co., Peterborough, Ont.

One of CANADIAN GROCER'S readers was kind enough to send in the following additional information regarding Cochrane, Ont. Other general stores handling groceries are Liondre Boivin, Bradette & Belisle, R. E. Lalonde, Irenee Comeau, Warrell & Yates, Hebson & Carter. Population of Cochrane is over 3,000 at present.

AGENTS FOR PATTERSON'S CAMP COFFEE

Can you advise me who are the representatives for Patterson's Camp Coffee?—Montreal Reader.

Answer.—Rose & Laflamme, Ltd., Montreal and Toronto.

TENTS

Could you please tell me where I could get a tent that would be suitable to take on an auto trip? I realize that this is not in the grocery line, but thought it possible you might be able to help me.—James B. Willits, Brantford, Ont.

Answer.—J. J. Turner & Sons, Peterborough, Ont.; American Tent and Awning Co., Toronto; D. Pike Co., Limited, Toronto; T. Taylor, Yonge St., Toronto.

GROUND OYSTER SHELL

Can you place us in touch with a firm or importers and exporters dealing in oyster shell, grit feeds of all kinds for poultry feed?—John Pritty, Limited, Regina, Sask.

Answer.—We find that you can obtain this from Gunns, Ltd., West Toronto, Ontario, Can.

As doubtless you know, the seed people, such as Rennie's Seed Co., J. A. Simmers Co., Ltd., etc., or any local seed merchant handles this, too.

CELLULOID CHEESE COVERS

Will you please tell us where we could purchase celluloid cheese covers?—L. B. Duncan, New Dayton, Alta.

Answer.—You could obtain these from Johnson & Barbour, 193 King St., London, Ont., or the Fibre Glass Food Cover Co., North Asland Ave., Chicago, Ill.

POTATO DEALERS IN QUEBEC

Please advise some of the main potato producing counties in Quebec. Name some good town to land in to buy, if possible.—H. C. Hunter, Charing Cross, Ont.

Answer.—We have made enquiries from the leading potato merchants here, and they advise to buy direct from the dealers in Montreal and Quebec. Following are the names of some dealers:—

Jos. Ward & Co., Place Youville, Montreal; A. Lalonde, 13 Jacques Cartier, Montreal; J. Hill, 1 Bonsecours Market, Montreal; Renaud & Giroux, Bonsecours Market, Montreal; Charbonneau Freres, Bonsecours Market, Montreal; Paul F. Ganoreau, 84 Rue St. Pierre, Quebec, Que.

FANNING MILLS AND MILLING PUBLICATION

Will you please give names of dealers in fanning mills, and a manual regarding business on milling process?—Robertaille & Frere, 37 Franklin St., Quebec, Que.

Answer.—Ordinary farm fanning mills are made by: -

Massey-Harris Co., Toronto, Ont.; Gould, Shapley, Muir, Brantford, Ont.; John Deere Mfg. Co., Welland, Ont.; Klyn Co., Beeton, Ont.; Temple Co., Fergus, Ont.; Fleury Plow Co., Fergus, Ont.

Most of these firms also make grinders. We would refer you to the "American Miller," published in Minneapolis, Minn., for a magazine on milling process.

GLYCERINE IN BULK

Will you kindly advise us where we can buy glycerine in bulk?—Dominion Food Products Co., Ltd., Guelph, Ont.

Answer.—Lever. Bros.,. Toronto (56-lb. tins and 500-lb. drums); Pugsley, Dingman Co., Toronto; John Taylor Co., Toronto; John Cowan Co., Montreal; David Morton & Sons, Hamilton, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

Of higher digestibility than any other oil produced

APROL

is unequalled for making delicious

Biscuits, Salads, Etc.

—also for all shortening and frying.

W. J. Bush Citrus Products Co., Inc.

National City, CALIFORNIA. MONTREAL AND TORONTO

Marsh's Grape Juice

possesses that pleasing individuality of taste that brings a steady, increasing demand from your customers, and a correspondingly satisfactory addition to your profits.

A product that has attained its present position solely on its merits—the materials we use and accuracy of processing have made this possible.

In Winter, Summer, Spring or Fall there's always a market for "Marsh's."

The Marsh Grape Juice Company

Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

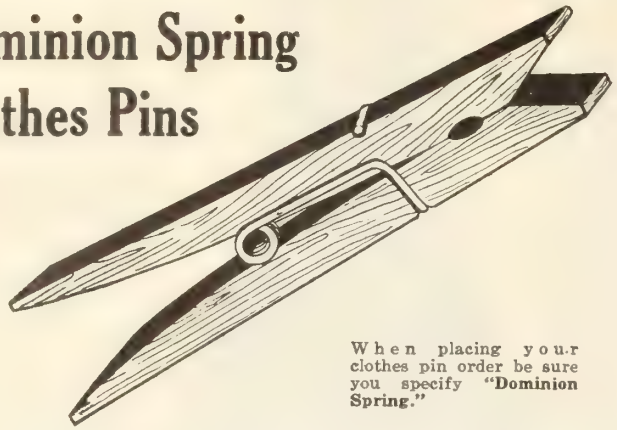
The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

Western Agents: Hargreaves (Canada) Ltd., c-o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon; Hargreaves (Canada), Ltd., c-o Johnston Storage Co., Vancouver, B.C.

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Sells all the year around—

Brodie's XXX Self - Raising FLOUR

You will have a steady demand for this Product as it is used daily in the kitchen, where foods are prepared. Make sure your stock is kept in a cool, dry place.

Order from your wholesaler or jobber

Brodie & Harvie Ltd. - - Montreal

KING GEORGE'S NAVY

CHEWING TOBACCO

is in demand the year round

There is no "off" season where KING GEORGE'S NAVY CHEWING TOBACCO is concerned. Its sweet, rich "toothsome" flavor gets the men and gets them good. Every sale satisfies and pulls repeats

Are you well stocked today?

Rock City Tobacco Co., Ltd.

In Spring the palate craves new dishes—

Mapleine

gives to desserts a touch of novelty—a bit of maple-tasting surprise the winter-tired appetite will thoroughly enjoy.

Mapleine Syrup is a delicious dressing on fruit salads—recipe with every bottle.

When your stock needs replenishing order of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg. Montreal

Brokers and Commission Agents

We are placing on the market

MALT EXTRACT

Makes beer as easily as boiling water. Will be sold at all Grocery Stores.
Representatives required in all Provinces.
Good proposition. Write.

CANADIAN MALT EXTRACT CO., Reg'd.
298 ST. URBAIN ST. : : : MONTREAL

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 50
Gold Seal, Purity, ea. 48 cans	10 35
Mayflower Brand, each 48 cans	10 35
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 00
Reindeer Brand, small, each 48 cans	7 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40-lbs., Canada Laundry	$0 10¾
100-lb. kegs, No. 1 white	0 11¼
200-lb. bbls., No. 1 white	0 11¼
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12¾
40 lbs. Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	4 95
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 12½
40 lbs. Canada Pure or Challenge Corn	0 11
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

Figs

We told you a couple of weeks ago about a lot of Spanish figs which we are offering. They are fair quality and many of our people are making a big sale. We are now going to do even better and for 5 mats or more we will make you a price of

7½

Canned Turnip

Some of you may be surprised to hear of this vegetable being canned—well they were put in cans—but we doubt if there will be many more put up, for they cost around one twenty-five to pack.

The quality is good, tins bright and all in first-class condition, and you can have them

2½-lb. tins—40c. a doz.

Having in view the great shortage in potatoes and other vegetables perhaps you could handle some of this lot.

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

This Line is Complete Fills Every Requirement

We mean just that—you need no other line of dyes when you carry

Sunset Soap Dyes

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

Your customer can match almost any color from the Sunset Color Card.

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

They do not soil the hands or stain utensils. Every woman will value such a feature.

The Sunset Counter Container

Holds, Attracts and Sells
The Best Dye in the World

Harold F. Ritchie & Co., Inc.
NEW YORK - TORONTO

North American Dye Corporation, Ltd.
Toronto, Canada Mount Vernon, N.Y.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 90
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case	7 10
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half bbls., about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 50
5-lb. tins, 1 doz. in case	7 45
10-lb. tins, ½ doz. in case	7 15
20-lb. tins, ¼ doz. in case	7 20
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs to case.	0 37

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg. doz.	1.50

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph Established 1861 Ontario

Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

Strawberries and Pineapples
Florida Tomatoes, Celery
"Stripes" Brand
Florida Grape Fruit

Oranges — Valencias, Seedlings and Navels.

SPECIAL — California Lemons very cheap now.

White & Co., Ltd.
TORONTO

Wholesale Fruits and Vegetables

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Willow Clothes Baskets

3 Popular Sizes

Walter Woods & Co.
Hamilton and Winnipeg

Sani-Flush

(TRADE MARK REGISTERED)

Closet Bowl Cleaner

We are continually hearing people say that they would buy ***Sani-Flush*** if they knew where it is handled.

Put ***Sani-Flush*** where people will see it—on a counter, in the show window, or on a conspicuous shelf.

Magazine readers know about ***Sani-Flush*** and will buy it as soon as they find where it is sold.

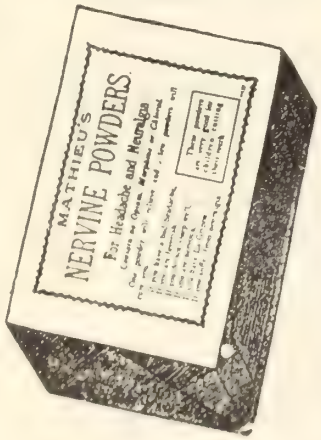
Harold F. Ritchie Co., Ltd.

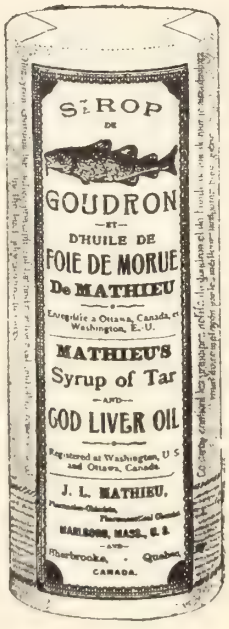
10-12-14 McCaul St.
TORONTO - ONT.

The Mathieu Lines are always in demand

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.





J. L. Mathieu Co.

Proprietors

SHERBROOKE, QUE.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

JELLY POWDER TO BE HIGHER

The increasing cost of sugar will have the effect of advancing jelly powders. Manufacturers state that a two-cent per pound advance on sugar warrants an advance of 6 to 10 cents per dozen on jelly powders.

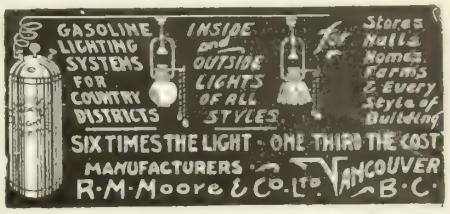
GINGER SCARCE AND PRICES LIKELY TO BE HIGHER

The quantities of ginger going into the manufacture of temperance beverages is attributed to the shortage of this line. Importers state that supplies are difficult to obtain and that prices in primary markets are higher than present quotations to the trade.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd.
VANCOUVER B.C.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During the last 10 years have made $150,000. Now wish to move into Winnipeg. Our stock will run $70,000. This is fully $25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover, $135,000 per annum. Will expect $25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 122, Canadian Grocer, 143 University Ave., Toronto, Ontario.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

FOR SALE—AN OLD ESTABLISHED GROcery business in progressive town, population 6,000. Sickness reason for selling. Box 116, Canadian Grocer, Toronto.

FOR QUICK SALE, CORNER STORE, FIXtures and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—SMALL GENERAL STORE BUSIness, Nova Scotia village on railway. Store for sale or rent. Apply Box 118, c/o Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BERKEL AUTOMATIC BACON Slicer, Six Station Lamson Cash Carrier System, Enterprise Coffee Mill. Beer & Goff, 123 Queen St., Charlottetown, P. E. Island.

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over $80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

SWEET CLOVER SEED (WHITE BLOSSOM) recleaned. Choice No. 2 (No. 1 purity) G.S $22.50 per bush.; Fair No. 2, G.S., $20 per bush.; Timothy No. 2 (No. 1 purity), G.S., $17.50 per cwt. Delivered your station in lots of 5 bags or more. A. S. Hunter & Son, Durham, Ont.

FOR SALE — GOOD BUSINESS IN BEST centre of La Tuque, Que. Stock $25,000; turnover $140,000 a year. Poor health reason for selling. Box 124, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CHEAP, ONE McCASKEY ACcount Register, 400 accounts; in good condition. Clement's Drug Store, Brandon, Man.

WANTED

WANTED — GROCERY BUSINESS IN NOVA Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

Say you saw it in
CANADIAN
GROCER
it will identify you

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

PRICE'S RENNET WINE
makes the best
JUNKET

A most delicious dessert, one teaspoonful is enough for a pint of milk.

Retails, 25c per bottle

Wholesale price, $2.25 per dozen, $24.30 per gross.

Manufactured by
PARKE & PARKE
Limited
Macnab St., and Market Sq.
HAMILTON, ONT.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place, Brooklyn, N.Y.

In Constant Demand

People nowadays don't come into your store and ask for "a plug of tobacco" —they ask for "Macdonald's."

The average smoker having once become acquainted with Macdonald quality will have no other brand.

This will mean a constant request for Canada's Favourite Tobacco—are you benefiting by this demand.

PLUG SMOKING

BRIER
INDEX
BRITISH CONSOLS

PLUG CHEWING

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

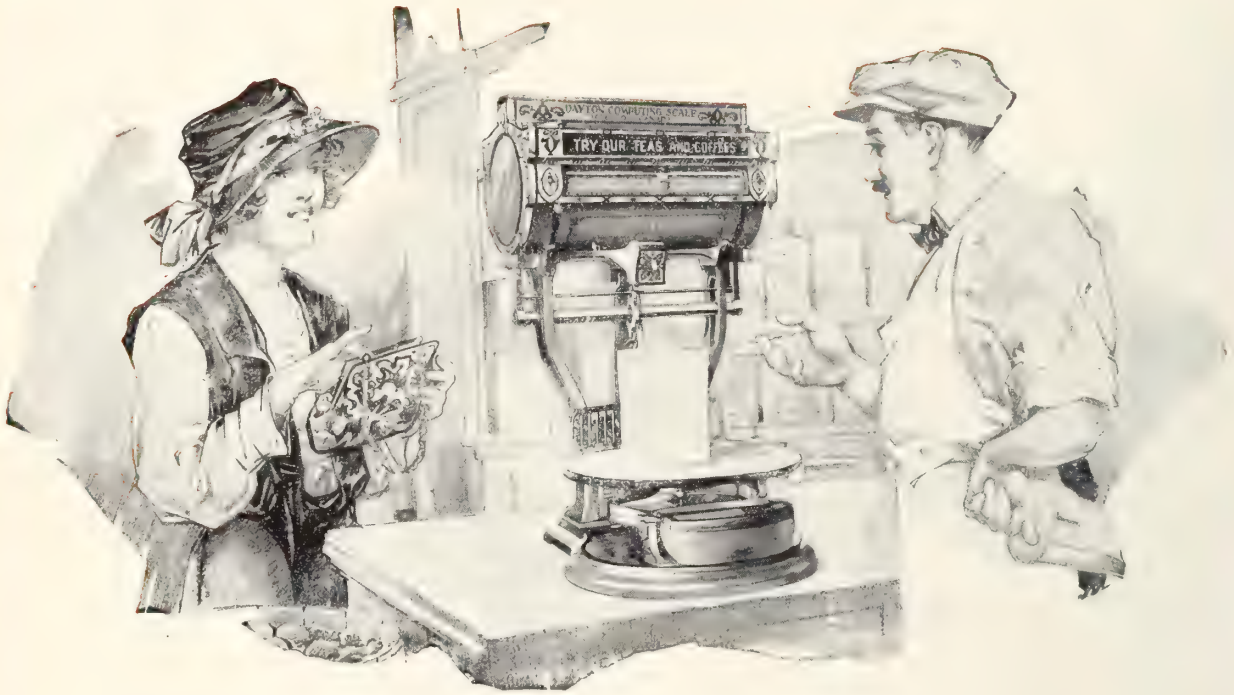
Our Selling Agents are:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REG'D

Incorporated

MONTREAL



The visible sign of the absolute square deal!

In these days when the buying public are beset on all sides with the thought of profiteering—it is with the very best feelings that they recognize the Dayton Automatic and Computing Scale in your store. We know that from experience. It is so quick (meaning prompt service), it is so visibly just in its weighing, it is so positively accurate in its price calculations that it is certainly a confidence-maker—a sales-maker—wherever used.

We have Dayton Scales of all sizes for all purposes.
All perfect. Made in Canada. Send for Catalogue.

DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.
Toronto

Frank E. Mutton
Vice-Pres. and Gen. Mgr.

Branches
In All Principal Cities

Also Makers of International Time Recorders and Hollerith Electric Tabulators

34th ANNUAL SPRING AND SUMMER NUMBER

CANADIAN GROCER

Member of The Associated Business Papers---Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, MAY 7, 1920 No. 19

DEL MONTE Brand Products on your shelf mean easier, quicker sales and increased profits on more than a hundred varieties of Canned Fruits, Vegetables, Dried Fruits, Raisins and Food Specialties. Your customers know DEL MONTE Quality and have confidence in it because it is the most-asked-for brand in America today.

The DEL MONTE Brand covers a wide line of canned fruits and vegetables; jellies, jams and preserves; catsup, olives, etc.; Hawaiian pineapple; dried fruits and raisins—all famous for their goodness and purity—all of the same high Del Monte quality.

Price -- Quality — Service and Satisfaction

A RETAIL store may make a success through special attention to one or more of the above features.

But for a manufactured product to make a real success it must have **all** of them.

O-Cedar Products have been giving satisfaction ever since introduced. Let us examine the basis for that satisfaction.

First they are sold to the public at a reasonable and popular price.

Secondly, they possess a quality which is apparent to all who use them.

Thirdly, they perform a service which renders them invaluable to the housewife.

These three features of O-Cedar Products work together for that attainment which is the manufacturer's ultimate aim satisfaction.

That O-Cedar Products do embody these characteristics, is proved by the ever-increasing consumer demand that has been built up for them.

That they do give satisfaction is evidenced by the manner in which people continue to purchase them after giving them fair trial.

They have to-day the prestige which a product can attain only by giving satisfaction.

A merchant may increase **his** prestige by linking-up his local advertising with the O-Cedar country-wide advertising.

There is enhanced prestige and greater profit in store for the dealer who will identify himself with the sale of O-Cedar products.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879

Borden's

MILK PRODUCTS LEAD IN QUALITY

Sixty-Three Years of Leadership

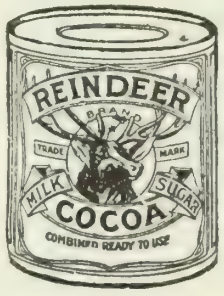
Since the year 1857 Borden's Milk Products have set a standard of quality that has placed them far above competition.

They contain a higher percentage of butter fats and solids than required by Government standard—they are made in Canada for Canadians and they are the most popular and largest selling milk products on the market.

Borden's Milk Products are steady year round sellers, but summer, with its sour milk problems, always adds a host of new friends to the ever-growing Borden list and swells the profits of Borden dealers.

Prepare for a big summer selling by ordering now from your wholesaler.

SIX CANADIAN FACTORIES



The Borden Co., Limited

Leaders of Quality

Montreal **Vancouver**

SWEETHEART BRAND COFFEE

Gratifies the Taste
Satisfies the Purse

You can always rest assured of "Friendly customers" when you recommend

SWEETHEART BRAND COFFEE

because in this blend you have a delicious coffee, blended from the highest grade beans, picked only from matured mountain grown trees, and roasted in special ovens, that retain every particle of natural aroma.

Packed in attractive air tight 8-oz. and 16-oz. tins.

MADE IN CANADA—
BETTER STILL—MADE IN ONTARIO
BEST OF ALL—MADE BY CANADIANS

I X L SPICE & COFFEE MILLS, LIMITED

LONDON, ONT.

We are also manufacturers of high grade Sweetheart Peanut Butter, Baking Powder, Mustard, Spices, etc.

WE offer for prompt shipment, deliveries corresponding exactly to description, the following commodities:---

BEANS

California, Cranberry
California, Lady Washington
California, Lima
California, Pinks
California, Small White
California, Tepary
Michigan, Pea Bean
Michigan, Black Bean
New York State, Marrow
New York State, Red Kidney
Brazilian, Black
Chilean, Almidones
Chilean, Caballeros
Japanese, Kintoki
Japanese, Kotenashi
Japanese, Kumamoto
Japanese, Pea Bean
Japanese, Long Cranberry
Madagascar, Lima
Manchurian, Long Cranberry
Manchurian, Short Cranberry
Mexican, Red Kidney

PEAS

California, Blackeye
California, Green
Split Pea, Green
Split Pea, Yellow
Chilean Lentils
Japanese, Green Wrinkled
Manchurian, Large White
Manchurian, Small White
Mexican Chick (Garbanzos)

RICE

Siam, Usual
Siam, Garden
Saigon, Long No. 1
Saigon, Round, No. 2
Saigon, No. 2 (Standard Quality) Rangoon
Blue Rose, Fancy
Blue Rose, Choice
California Japan, Fancy
California Japan, Choice.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Calgary, Alberta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

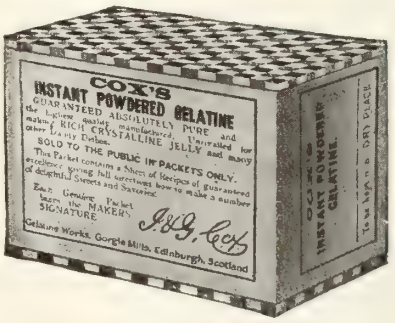
HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

COX'S
INSTANT POWDERED
GELATINE

Established 1725

COX'S
Instant Powdered
GELATINE

not only makes an almost endless variety of dainty desserts, but it also is a valuable adjunct in the preparation of soups, salads and savories.


COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE and
SOLD TO THE PUBLIC IN PACKETS ONLY.
J & G Cox
Gelatine Works, Gorgie Mills, Edinburgh, Scotland
INSTANT POWDERED GELATINE.

Used in the preparation of appetizing dishes from left-over meats, poultry, fish and vegetables, this little checker-board package is a most economical enemy of the high cost of living. How many of your customers know these facts? Your intelligent recommendation of Cox's Gelatine will boost your sales appreciably.

Made in Edinburgh, Scotland, by
J. & G. Cox, Limited

AGENTS IN CANADA

A. P. Tippet & Co.
MONTREAL and TORONTO

Tees & Persse, Ltd.
WINNIPEG

Martin & Robertson, Ltd.
VANCOUVER

"GLO"

THE SATIN FINISH POLISH

At all First Class Stores

"Glo" Polish endorsed and used by Officials of Parliament Bldgs., Royal Bank Bldg., C. P.R. Bldg., King Edward Hotel, Chateau Laurier, Hotel Carls-rite, Ryrie Bldg., Fairweathers Limited, the Agents of the Marmon Car, as well as all progressive housewives.

Increase your satisfied Motor Polish customers. Sell them **"Glo"** Motor Body Polish, to give their cars that rich satin finish.

Order through your Jobber

Office and Factory:
16 Gould Street
Toronto

MADE IN CANADA

HIP-O-LITE MARSHMALLOW CREME

(*Ready-to-use*)

Now Made in Canada by Bowron Bros.

1 Gal—160 oz.	32 oz.	16 oz.	1 Pt.	Half Pint.
Lacquered can, 4 tins to case.	Screw Top Jar, 1 doz. to case.	Mason Jar Screw Top 1 doz. to case.	Fibre Carton, 1 doz. to case.	Fibre Carton, 4 doz. to case.
Wt. 27 lbs. per case	Wt. 18 lbs. per case	Wt. 19 lbs. per case	Wt. 10 lbs. per case	Wt. 20 lbs. per case
$19.00 doz.	$5.50 doz.	$3.50 doz.	$2.60 doz.	$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

HIP-O-LITE offers an excellent profit, Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

BOWRON BROS., Limited

Hamilton, Canada

How a Doubter
Multiplied *his* Orange Sales *by* 5

WINEGARDEN Brothers, wholesale fruit merchants of Flint, Michigan, wished to help a certain retailer increase his orange business.

They suggested a window display of ten boxes, but the retailer stated he never sold more than two boxes per week.

"Take the ten anyway," said Winegarden; "we'll lend you the fruit and take back the unsold remainder."

"No," replied the retailer, "my window is too valuable to turn over to a commonplace product like oranges."

"We will pay you $5.00 for the window and lend the fruit besides," said Winegarden. The dealer reluctantly accepted.

The window was put in on Monday. The ten boxes were sold out by Friday and the retailer was forced to order more to supply his customers.

What You Could Do

If *you* would make regular window displays of oranges you could sell twice as many oranges regularly as you have ever sold before.

And if you turned these oranges once a week you could make 52 profits yearly.

With a margin of 25% on the selling price you would make 5% net on sales each week and a profit of nearly 350% on the capital invested.

Scores of retailers who have figured it out now make oranges a leader.

Do you know of another product that offers equal return? If you made the same profit on your *total* investment think what you would earn!

Write Us—

Mail the coupon for our new book, "Salesmanship in Fruit Displays," and our Display Material Option List, from which you can select window cards and other selling helps that will help to increase your business.

California Fruit Growers Exchange
A Non-Profit, Co-operative
Organization of 10,000 Growers
Dealer Service Dept.
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.
Los Angeles, California
Please send me your book "Salesmanship in Fruit Displays" and your "Merchants' Display Option List" without any obligation on my part.

Name .....
Street .....
City .....

Business builders of

Eddy's "Silent Five"—the safest and best selling match in the world.

The Canadian housewife has years ago learned that the name "Eddy" is a guarantee of high quality, good value and better service. It is this "quality" reputation, combined with a Dominion-wide Educational Advertising campaign that has built up such a tremendous selling force behind every Eddy product.

Grocers find the profits on Eddy lines are exceptionally good.

Wash Tub or Babies' Bath Tub
4 Sizes

Eddy's "Silent 5" are the safest and most satisfactory match on the market — the result of 69 years' practical match-making experience.

They are made from selected wood, clear-grained and will not break off in striking.

They are Sesqui-tipped, non-poisonous and perfectly safe.

They strike silently and heads do not fly off.

They are non-smouldering, chemically self-extinguishing and they burn with a clear strong flame.

Butter or Spice Pail

E. B. EDDY COMPANY, LIMITED

Makers of Canada's Famous Matches since 1851

HULL, CANADA

The highest calibre

Send for our illustrated price list. It contains a great number of useful articles that are excellent sellers.

Eddy's

Indurated Fibreware

Twin Beaver Wash Board

looks better and gives better service than the Zinc, Tin or Galvanized Iron article

There are many selling features possessed by Eddy's Indurated Fibreware that places them in a class by themselves. For instance, there are no seams, therefore they cannot shrink, fall apart or become watersoaked. They are light, strong, durable, good looking, absolutely sanitary and very reasonably priced.

Fire Bucket

There are from 30 to 40 brands and 15 to 20 Domestic lines of Eddy Matches, also Wax Vestas, Gas Lighters, Flamers, etc.

General Utility "Star" Pail

Cuspidor — 2 Sizes

Barrel Cover — 2 Sizes

E. B. EDDY COMPANY, LIMITED

Makers of Canada's Famous Matches Since 1851

HULL, CANADA

Black
Tan
Toney Red
Dark Brown
White

That
NUGGET
Smile

"NUGGET"
White Dressing

The demand for a Nugget White has been most insistent, but unsettled trade conditions made it impossible to meet this demand before.

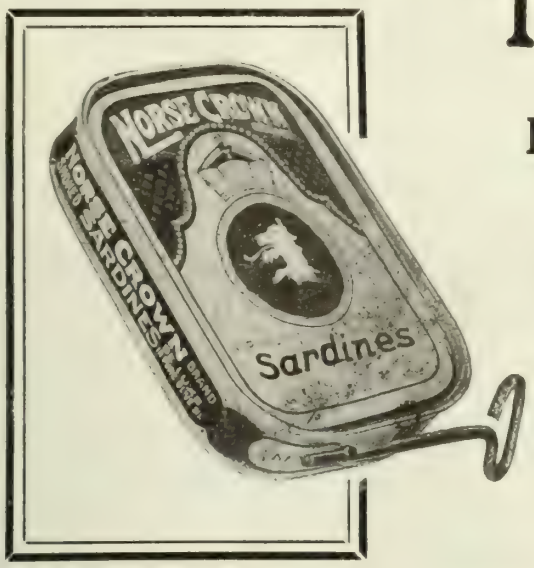
At Last

We have a supply, but in a limited quantity, so we advise you to place your order **now** with your jobber.

Nugget White Dressing is a summer necessity and the Nugget quality is fully maintained in this new white.

Make your Nugget stock complete by sending in your order to-day.

The Nugget Polish Co., Limited
TORONTO - CANADA



"Norse Crown"

NORWEGIAN

BRISLING (SARDINES)

"Get the Habit"

Habits are small things after all—not unlike Sardines—for instance, in buying Brisling the habit of saying "NORSE CROWN" Brand makes all the difference in the world. It assures you of those little, tempting, full-flavoured, tasty morsels of goodness that wise judges insist on when buying Sardines. They know it pays to be particular and that is the important habit to cultivate. Simply say "NORSE CROWN" next time and co-operate with us in this principle.

"Quality will tell"

If your wholesaler cannot supply you, write us at once and ensure an early shipment.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Company

32 Front St. W. - Toronto

Try a sample order to-day if you are not already selling these lines. You'll find them worth-while sellers.

Two Wash-day Favorites that earn handsome profits

Here are two dependable satisfaction-winners that have proven popular sellers wherever they have been introduced.

Wonderful Soap and Crystal Soap Chips

leave fabrics soft and snowy white and the housewife's remembrance of them means steady sales for grocers selling these soaps.

Both are absolutely pure and are made in Canada. They will not injure the most delicate fabrics. They wash quickly and make bleaching unnecessary.

Make up a display of Wonderful Soap and attract "Wonderful" users to your store.

The Guelph Soap Co.

Guelph, Ontario

Your customers will appreciate this superb product

Quality Rolled Oats are made from the finest Canadian grown oats. They are thinly rolled and semi-cooked and the special pan-dried process they undergo gives them an unequalled, rich, nut-like flavor.

Quality Rolled Oats

Excellent profits

The great popularity of Quality Rolled Oats wins big sales for grocers. Women are loud in their praise of the delicious flavor of Quality Oats and because they cook quickest they have become the big favorite with Canadian housewives. An aggressive advertising campaign is helping to increase sales, on everyone of which is an excellent profit.

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flour.

Our large daily capacity and special railway facilities enable us to guarantee prompt shipments.

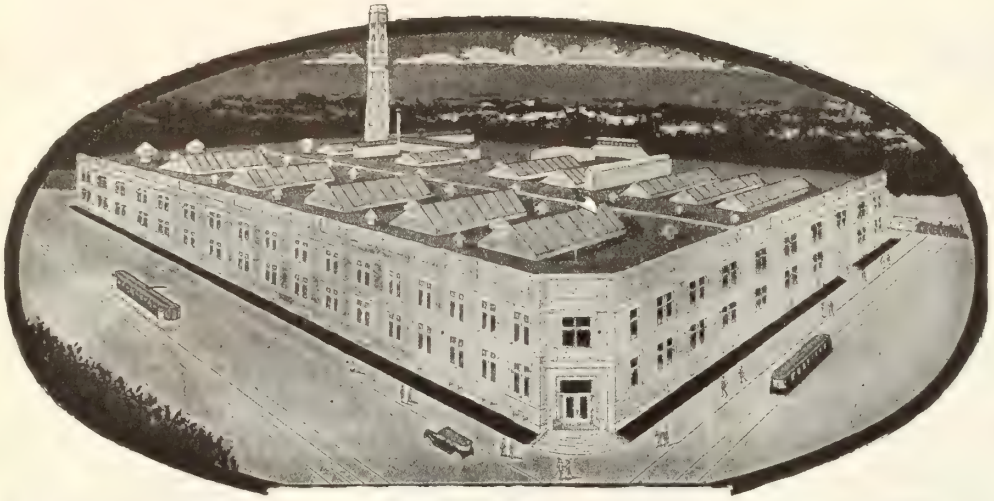
Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ont.

Selling Agents for Ontario:
Cruickshank and Guild - - 32 Front St. West, Toronto

WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

New Season's

Celebrated

Seville Orange Marmalade

All Orange and Sugar, No Camouflage

Order from Your Wholesale Grocer

Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.

Create The Right Atmosphere

Cleanliness creates a pleasing atmosphere.

Neat and clean merchandise, well-arranged displays, bright show-cases and an absence of dust, create an atmosphere in your store that makes a favorable impression upon your trade.

Dust and dirt cost you money, not only in the deterioration of your goods but in *loss of trade.* The spick and span type of woman shuns the shop of musty surroundings. Banish dust from your shop and make your store bright and attractive.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

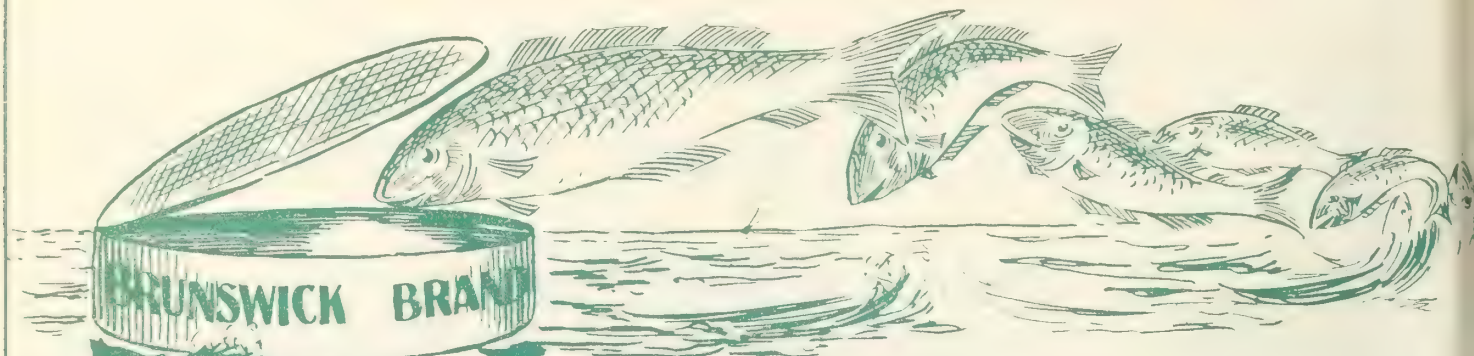
is the best ally to wage war on dust. One application cleans and preserves your floor and *prevents the dust from rising.* All dirt and dust which may enter your store is held to the floor so that it may be swept out without contaminating the air. One gallon is sufficient to treat upwards of 700 square feet of floor surface, and one application lasts for months. Imperial Floor Dressing is sold in gallon and four-gallon lithographed sealed cans, half-barrels and barrels.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities



BRUNSWICK

These unsurpassed fish food products have won an enviable reputation with Canadian women who insist on quality, economy and guaranteed purity.

"Once a Brunswick customer—always a Brunswick customer" is a well-recognized fact that has been proven by thousands of Canadian grocers with excellent profits as their reward.

Stock up from this list:—

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Fresh from the clear cool depths to your customer's table.

BRAND Fish Foods

Situated on the coast of the finest fishing grounds in the world we are in a position to select the finest catches and carefully process them immediately they are brought in from the clear, cool depths.

In every process through which these peerless products undergo the strictest surveillance and the most rigid sanitary regulations are observed. It is this constant care and scientific processing that have made Brunswick Brand the symbol of purity, goodness and economy to thousands of Canadian families.

Connors Bros. Limited

BLACK'S HARBOR, N.B.

Representatives in Winnipeg :
CHARLES DUNCAN & SON, WINNIPEG, Man.

Announcement—

In order to take care of our rapidly increasing business in NORTHERN ONTARIO, we are amalgamating our interests in this terriority with those of The WATSON CO. Limited, New Liskeard, under the name of

EBY-BLAIN-WATSON, LIMITED

NEW LISKEARD, ONT.

who will be able to give the trade UNEXCELLED SERVICE

QUICK SHIPMENTS and SPOT DELIVERIES

The New Company Will Carry a Complete Range of Our Well Known

"ANCHOR" BRAND PRODUCTS

COFFEES, COCOAS, EXTRACTS, SPICES, JELLY POWDERS and GROCERY SUNDRIES

as well as a full line of

OUR CELEBRATED

"ANCHOR"
"KOLONA"
"ORIENT"
in packages

TEAS

Our Standard BLENDS in Bulk

EBY-BLAIN, LIMITED

Wholesale, Importing and Manufacturing Grocers

TORONTO, CAN.

Established 1880

In the spring the young girls' fancy lightly turns to thoughts of . . .

Chocolates

"ELGIN"
"PEERLESS"
"NOBILITY"
Chocolates

Three Profitable Sellers

These "time-tried" dependable lines have proven remarkable sellers with Canadian grocers. Their quality is superb and their delicious flavor and moderate price win instant approval.

We also have an excellent line of pan and hard candies and bulk chocolates that are worthy profit-earners and satisfaction-winners. Send for our price quotations. They'll make as big a "hit" with you as our delicious candies will with your customers.

NOBILITY CHOCOLATES LIMITED

St. Thomas, Ontario

CANADA

DIRECT FROM THE BEAUTIFUL APPLE ORCHARDS OF THE ANNAPOLIS VALLEY

The demand this Spring will be larger than ever

FOR

"EVANGELINE" APPLE CYDER

IN BOTTLE.—For high class trade, this is, without exception, the very finest beverage on the market. It is supplied in crown pint bottles, attractively "got up" and will keep sweet and clear and sparkling indefinitely in any climate.

IN BULK.—Supplied in kegs of 10, 15, 20 and 30 gallons. Is absolutely reliable as to alcoholic strength. Shows a handsome margin of profit when sold at the popular price of **5c** per glass.

ALSO **"EVANGELINE" CYDER VINEGAR**
"EVANGELINE" WHITE WINE VINEGAR
"EVANGELINE" ORANGE AND CHERRY CYDER

WRITE TO

Annapolis Valley Cyder Co., Limited

BRIDGETOWN, Nova Scotia

FOR PRICES, ETC., AND NAME OF NEAREST AGENT

Brodie's XXX Self-Raising Flour

For Your Summer Trade

Sells all the year around

And is a Trade Winner

There is no other Self-Raising Flour that can compare with Brodie's XXX for making Cakes, Pies, Doughnuts, Muffins, etc.

YOU can sell Brodie's XXX the year around increase your sales and make a nice profit.

Order from your wholesaler.

BRODIE & HARVIE, LIMITED, Montreal

Greater Demand

You don't just *hope* for profitable orders—you are certain of them, many times repeated, if you feature O'Keefe's Beverages.

The ever-increasing demand for our famous thirst-quenchers is convincing proof that they satisfy.

O'Keefe's BEVERAGES

meet the universal need for something snappy, something with a zip, a sparkle and a tang.

There are O'Keefe's beverages for every taste—

Mildly stimulating drinks, such as the Imperial Brews—Ale, Lager and Stout—or—Soft drinks, such as O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola or Lemonade, etc.

Be ready for warm weather demands. Place orders now for immediate delivery.

O'KEEFE'S - TORONTO

Phone Main 4202

Kellogg's WAXTITE

Insist on the genuine WAXTITE *Package*

Only in the WAXTITE package can you get the big, crisp, delicious Kellogg's Toasted Corn Flakes, with their wonderful *sugar-saving flavor.* Your grocer is glad to supply you with these tempting toasted corn flakes if you ask him for the WAXTITE package.

He will also supply you with Kellogg's Shredded Krumbles—the all-wheat, ready-to-eat food that gives you all the vital, nourishing elements nature puts in the wheat grain.

He also has Kellogg's Krumbled Bran for you—the new cereal bran food that overcomes constipation—the only bran that neither looks nor tastes like bran but is *all* bran. It makes the finest breads, muffins, etc., you ever tasted, and is also ready to eat as a cereal at breakfast.

All of these famous Kellogg products, made right here in Toronto, come to you with their oven-fresh goodness retained in the WAXTITE package and guaranteed by the signature of

W. K. Kellogg

This advertisement will be reproduced in four colors in May 15th MacLean's Magazine and June 1st Canadian Home Journal. Others of similar artistic character will follow. Very effective display advertising is appearing also in the daily and weekly newspapers throughout Canada.

It pays to handle KELLOGG'S products in the WAXTITE package—No waste—No loss.

Mr. Grocer—

. . . you'll like our service and our high quality goods

Ask for quotations and let us show you what our service will mean to your business. You'll find our prices reasonable, our goods of the highest quality—the kind which win and hold customers and our reputation for square dealing substantiated.

We have excellent warehouse and storage facilities, sidings on all railroad lines entering Ottawa and we are specially equipped to fill your orders, large or small, with the greatest care and promptness.

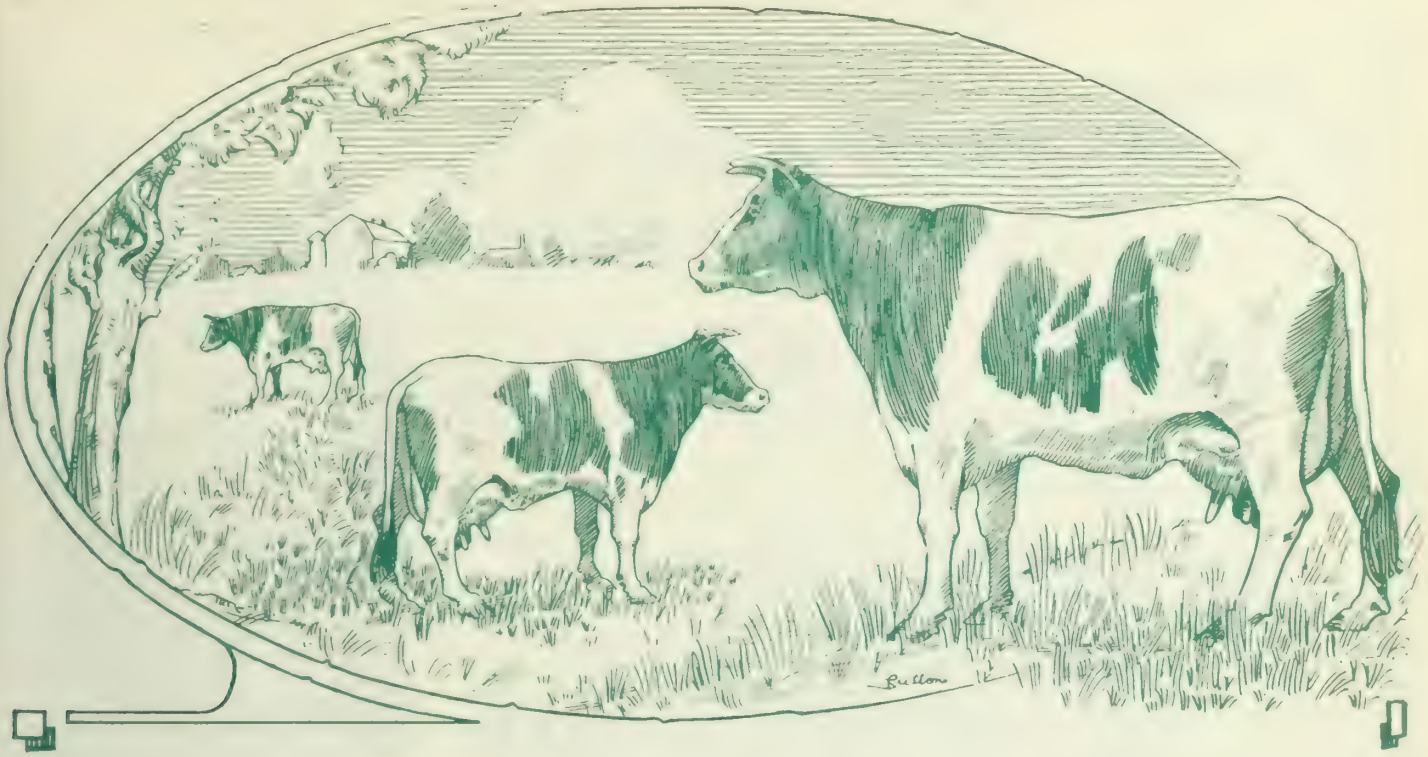
'Phone or wire us at our expense for further information. May we add your name to our large and growing list of satisfied customers?

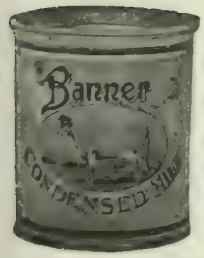
L. H. MAJOR & J. SOUBLIERE

LIMITED

Wholesale Grocers

OTTAWA, ONTARIO **Phone Rideau 25 and 26**





MALCOLM MILK PRODUCTS

the "All-Canadian" leaders, are made from the rich, pure milk of Government inspected cattle, processed under the most rigid sanitary regulations in a manner that retains all the natural flavor of the milk and destroys all bacteria. That's why "Malcolm Canadian-Made" lines are the safe milk products for children and grown-ups.

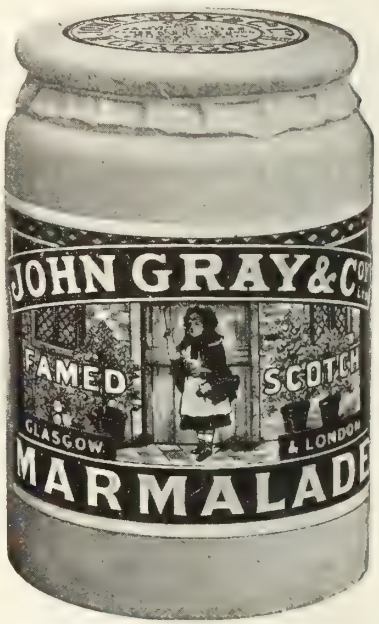
They are attractively packaged, make excellent displays and offer a handsome profit margin.

Ask your jobber to quote you and remember—we pay freight on 5-case lots or over, up to 50c per 100 pounds.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

JAMS
MARMALADES
PEELS



John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS ETC.

SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

Purnell's

England's Best

Pure Malt Vinegar

Pickles & Sauces

Speciality B V Fruit Sauce

Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents

J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples

Purnell & Panter, Ltd., Bristol, England

The Custard that brings trade

Be sure you stock Garton's Custard in readiness for the demand created by its wide advertising.

Shows a good profit and attracts much trade . .

Garton's CUSTARD

Sole Agents:
W. G. Patrick & Co., Ltd.
Toronto Montreal

If You SELL

MALT VINEGAR

Be Sure You BUY

MALT VINEGAR

The public deserves to get the purity for which it pays.

All Grimble's Vinegars are pure brewed Vinegars.

Not synthetic imitations.

Grimbles do not compete with your productions.

Grimble's Breweries are in LONDON and LEITH, Great Britain.

Are you letting your customers "do it all"?

IN other words, do your customers "drift" into your store and "drift" into asking for what goods they want—or do you direct their desires?

This may be classed as foolish question No. 99,999. Of course, every live grocer gets every possible purchase out of his community—or **thinks** he does. But remember: It is high-grade specialties like Lea & Perrins' that are elevating the taste and increasing the desire of the public for similar high-class articles.

So it will pay you handsomely not to "let your customers do it all"—Prompt them judiciously—suggest such a line as Lea & Perrins' and watch your turnover in **all** "Quality" goods increase.

Lea & Perrins

The *L*
Worcestershire Sauce

HAROLD SEDDON

137 McGill St. MONTREAL Special Agent

Established 1849

White-Cottell's Malt Vinegar

¶Is the Vinegar to build up a profitable, increasing and permanent trade.

¶Its delicious flavour and aroma distinguish it from all others.

¶It is equally good for pickling, salads, and table use.

¶It is guaranteed full strength, and ample warranty is given, protecting you and your customers.

¶It is an ideal Export Vinegar, as it keeps well under all climatic conditions.
In short, it is the Vinegar which will pay you best to handle.

Write to-day for particulars

WHITE-COTTELL & Co.

Camberwell, London, S.E. 5.
ENGLAND

AGENTS:

W. Y. COLCLOUGH, 592 Kingswood Road, Toronto.
J. E. TURTON, Board of Trade Building, Montreal.
OPPENHEIMER BROS., LTD., Vancouver, B.C.

DIRECT SHIPPERS

Field & Co

(F. M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Élite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

JOHN STEPHENS, SON & CO. LTD.

GLOUCESTER, ENGLAND

Manufacturers

English Pickles and Sauces
English Malt Vinegar
English Candied Peel
English Jams and Marmalade

Agencies required in every centre where not already represented. Wholesale trade only. Car load lots.

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9. Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

HERBERT & CO. (S.A.P.) LTD.

Export Finsbury Square *Department* London, Eng.

Special Appointment

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

CHAMPAGNE DE POMME

Made from the juice of Apples. Makes a delicious, refreshing drink. Can be sold without a license.

GROCERS

You can sell this line to all your customers by the case.

GROCERS

You can make a handsome profit and increase trade

Pints and Splits packed 4 doz. to the case

Ontario, Quebec, Maritimes and Western Provinces.

We supply "Champagne de Pomme" according to Government regulations. Send your orders to

Cie Canadienne d'Importations

P. DAOUST, Selling Agents. Office, 140 St. Catherine St. E., Montreal

THE Vortex Service

The clean, dainty and sensible way to serve Soft Drinks and Ice Cream.

Pure white paper cups with silver-plated holders

Vortex Saves - Time - Money - Work and Serves More People in Less Time

A clean paper cup is always ready, used but once, then thrown away. No broken glassware to pay for—NO GLASSES OR DISHES TO WASH. No matter whether you serve at tables or over the counter, your store will always be fresh and clean, because with Vortex there is no clutter —no muss—no fuss and very little space is required.

The remarkable time and labor-saving features as well as its economy make VORTEX the only satisfactory way for you to serve refreshments.

Our 1920 receipt book is now ready and will be mailed you on request. Write to-day for full information.

Over Three Thousand Canadian Merchants are now using VORTEX SERVICE.

Vortex Division

CANADIAN WM. A. ROGERS, Limited

570 KING ST. W., TORONTO

Specialize

in your stock of jams and you will have the satisfaction of knowing that when your customers ask for "the best jam you keep," you are selling them present and future satisfaction.

"The Quality Jam"

Lindners' "Special" Fruit

is an economical answer to the repeated requests of both wholesale and retail grocers for a moderate priced, high quality jam. It differs from **Lindners' Pure Jam** in only one way—it contains a greater proportion of apple jelly. Let your next jam order be Lindners' Special or Pure Jams.

SEE OUR PRICE LIST.

Lindners Limited
Brampton, Ont.

SELLING AGENTS:

Ontario—R. S. McIndoe, Wellington St. E., Toronto. **Ottawa and Kingston**—H. D. Marshall, 39 Mcgrove St., Ottawa. **Montreal**—H. Whissell, 639 St. Hubert St. **Halifax**—J. W. Gorham & Co. **Sydney, N.S.**—D. J. Macdonald. **Winnipeg and Western Province** W. L. Mackenzie & Co., Ltd.

Leave your money in Canada where a dollar is worth 100 cents.

The TORONTO
CANADIAN MADE
SLICER

The best Slicing Machine on earth. Has all the very latest features.

MONEL METAL TRIMMINGS.

Never tarnishes or wears off.

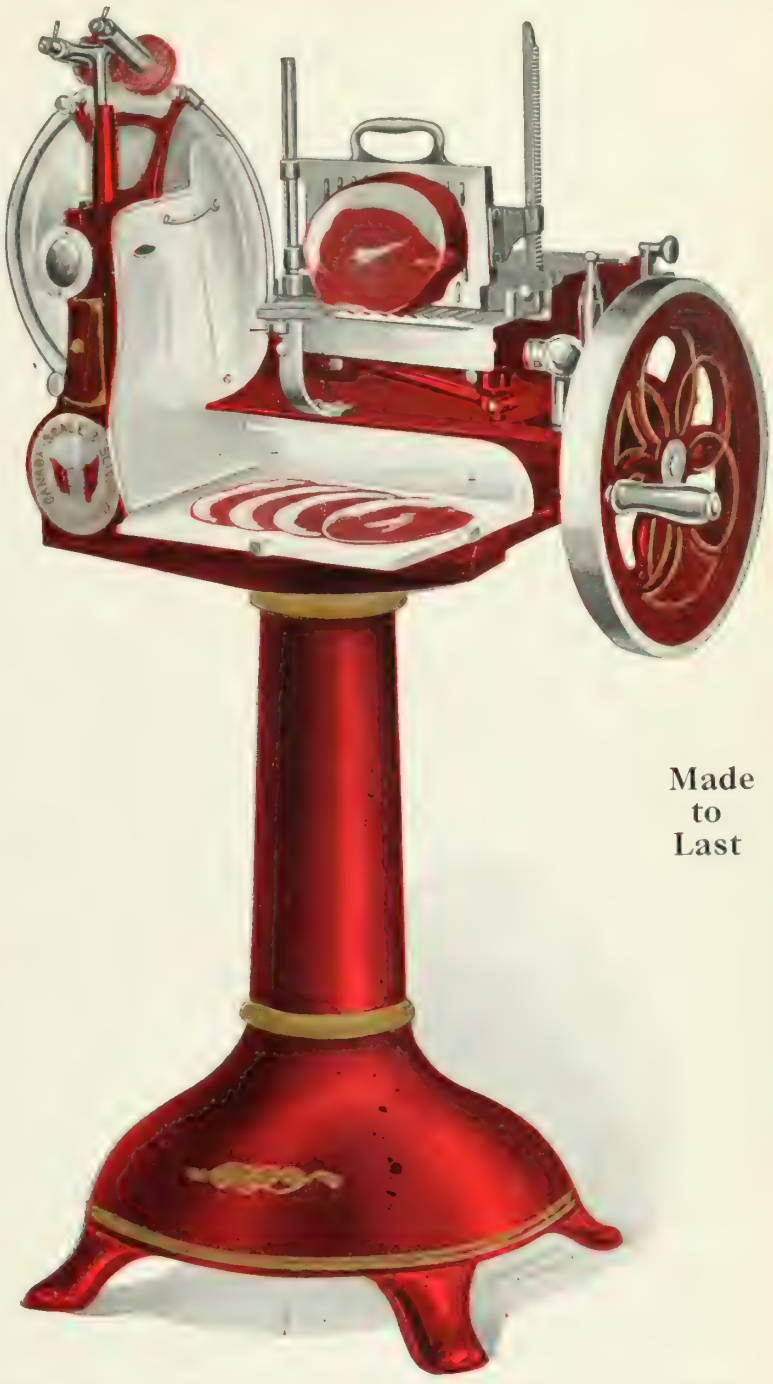
BALL BEARING AUTOMATIC GRINDER.

JESSOP STEEL KNIFE.

The LAST SLICE ATTACHMENT and a DEVICE FOR REMOVING THE RIND.

No other Slicer will satisfy you.

Fully Guaranteed.



Made to Last

COMPUTING SCALES—all sizes for the GROCER, BUTCHER and CONFECTIONER. Embraces all the latest improvements.

FULL AGATE BEARING

Our NEW CHART computes from 10c to 80c. Easy to read and very necessary on account of the prevailing high prices. All the mechanism is enclosed, which prevents the accumulation of dirt on the bearings. Sold on the easy-payment plan and fully guaranteed.

MADE IN CANADA BY

THE CANADA SCALE & SLICER CO., LIMITED

Write for Prices and Terms.

THOS. FERGUSON
482 College St., TORONTO, Ont

GEO. CAMERON
223 Sparks St, OTTAWA, Ont

F. H. HUNGERFORD
54 Notre Dame St E, MONTREAL, Que

FACTORIES AT BOWMANVILLE, ONT.

After all, how much it means to be safely placed in a buying sense in your choice of Jobbers. We feel that at all times, nobody could better serve the retail grocer than ourselves, and this is proven by our heavily increasing turn-over and our continuous old-time friends.

MAPLE LEAF TEAS AND COFFEES
MAPLE LEAF SEEDED RAISINS

Distributers of Lacrosse Sockeye Salmon

T. Kenny & Co., Limited
WHOLESALE GROCERS

SARNIA
Phones 5, 85

PROMPT DELIVERY
NO CARTAGE

CHATHAM
Phones 154, 155

Our Fair Trading Policy

Canada's Premier Brand

Embodies three essential features to proper merchandising

QUALITY PRICE PROFIT

Our goods are made in Canada and are of the highest known quality. Our prices are absolutely one price to all purchasers. Your profit is assured under our "Fair Trading Policy," and you have our positive guarantee, so that you can buy our goods with confidence as to QUALITY, PRICE and FAIR PROFIT.

C.P. (Canada's Premier) Brand Thick Sauce
C.P. (Canada's Premier) Brand Worcestershire Sauce
C.P. (Canada's Premier) Brand Indian Chutney
C.P. (Canada's Premier) Brand Tomato Catsup
C.P. (Canada's Premier) Brand Chili Sauce
C.P. (Canada's Premier) Brand Horse Radish

"Scotch Standard" (Real Scotch) Marmalade (Guaranteed Pure)
Jams, Jellies, etc.

Manufactured and Guaranteed Pure by

The Dominion Food Products Co., Ltd.

Guelph, Ontario, Canada

Selling Agents:

Chadwick & Co.,
34 Duke St.,
Toronto, Ont.

Sheely-Mott Co.,
St. Nicholas Bldg.,
Montreal, Que.

Transoceanic Trading Company, Ltd.
Winnipeg,
Man.

S. A. Robinson & Son,
Canning, Nova Scotia

W. S. Clawson, & Co.
St. John, N.B.

Throughout The Warmer Days

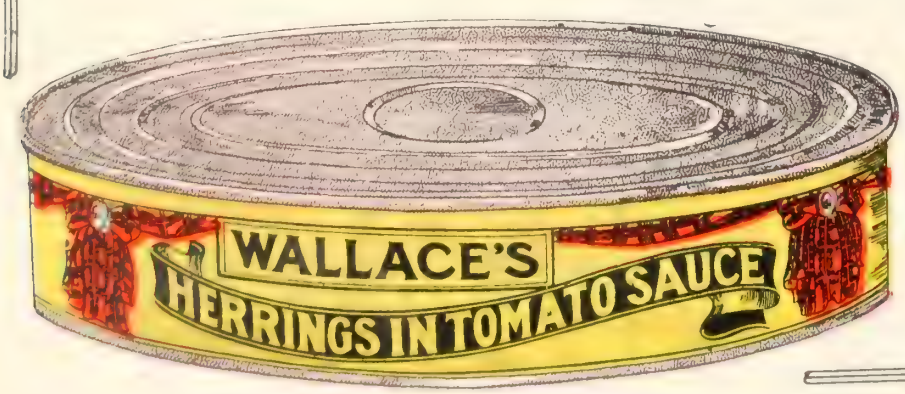
SUGGEST WALLACE'S HERRING

Your customers do not enjoy cooking over a hot range during the warm weather. A timely suggestion will often swing into grocery channels some of the money otherwise spent for fresh meat. On Wallace's Herrings we have done the cleaning; we have done the cooking, and all your customer has to do is turn out, ready for serving, the delicately flavored herring, cooked to perfection and made tempting with tomato sauce.

MORE HEALTHFUL THAN MEAT

Caught and packed by the

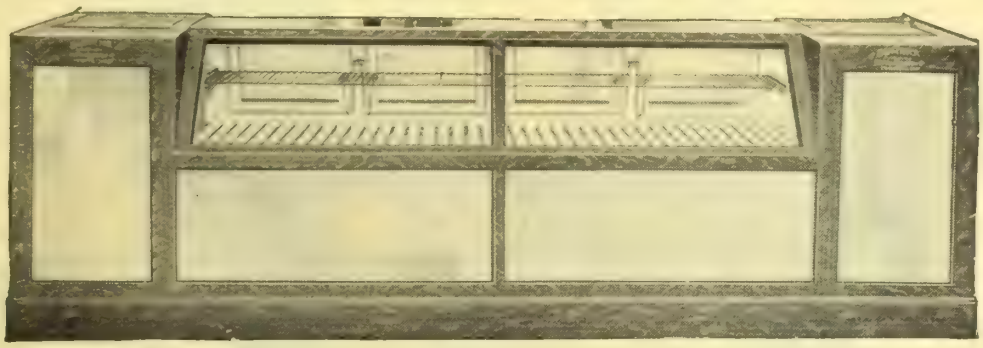
WALLACE FISHERIES, LIMITED



at their six canneries
at the fishing grounds

Head Office:
VANCOUVER

TO THE
ENTERPRISING MERCHANT



One of our models of Eureka Freezer Counter Case (*Patented*).

Wouldn't you like to make your store the most pleasant and easiest place for your customers to shop in, in your vicinity?

Wouldn't you like to attract customers who now perhaps buy at a store a little further up the street?

People like to shop where sanitary, up-to-date methods are used in displaying the perishable foodstuffs they want to buy.

Why lose this trade when by installing a Eureka Freezer Counter Case or one of our High-Class Eureka Refrigerators, these conditions can be fulfilled.

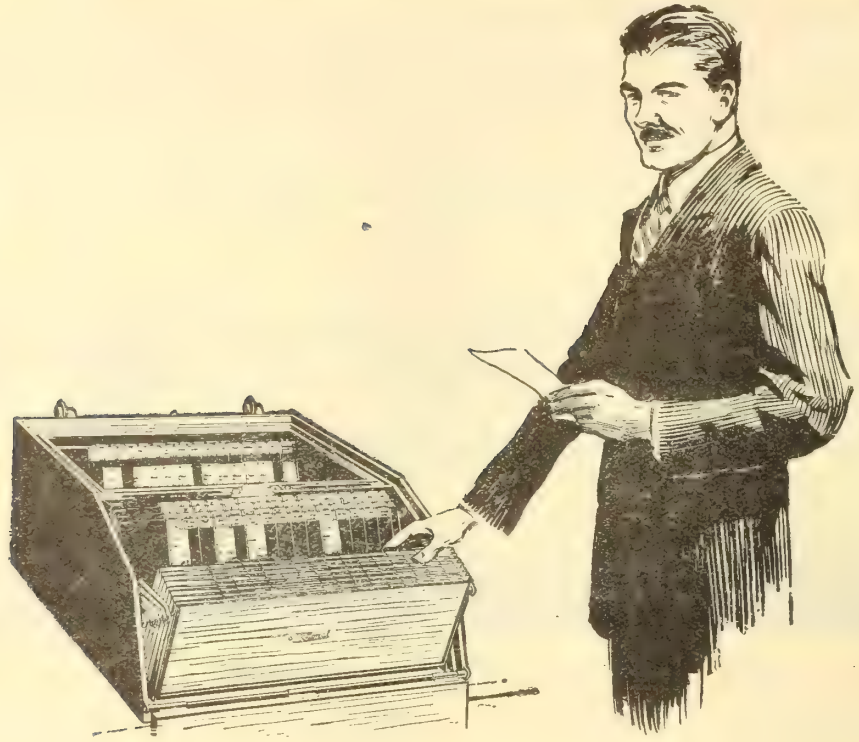
We guarantee this equipment to do all and more than we claim for it.

One of our popular designs of Eureka Grocers' Refrigerators

Write for our free illustrated literature, it will be willingly sent.

EUREKA REFRIGERATOR CO., LTD.

Head Office and Factories : OWEN SOUND, Ont.



The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N.C.R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.
London	350 Dundas Street
Edmonton	5 McLeod Bldg.
Ottawa	306 Bank Street
Halifax	63 Granville Street
Quebec	133 St. Paul Street
Hamilton	14 Main Street E.
Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street W.
Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street
St. John	50 St. Germain Street
Saskatoon	265 Third Avenue S.
Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

FILL OUT THIS COUPON AND MAIL TO-DAY

Dept. 25, The National Cash Register Company of Canada, Limited, 97 Pelham Ave., Toronto, Ontario:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

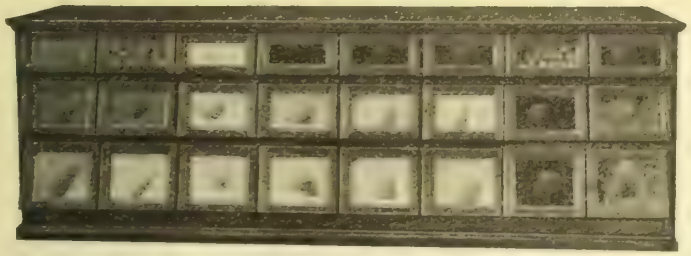
Name .....

Business .....

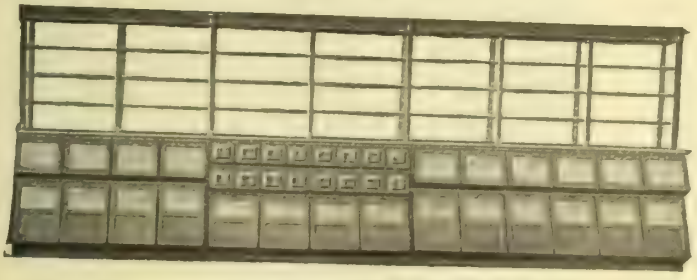
Address .....

Cutting the "Overhead" and increasing profits with Walker Equipment

No. 9-M Counter



No. 3 Counter



Interchangeable Bin Sections

By actual tests it has been proven that grocers with Walker Store Equipment can serve more customers **with 25 per cent. less help** and give those customers a better type of service. It has been proven that proper equipment eliminates waste in foodstuffs, that it saves time and increases sales through its greater and more attractive display features, that it attracts trade and stamps you as a wide-awake and progressive dealer—as a good man to deal with, and last, but not least, it will enable you to **solve the growing labor problem with greatest economy.**

If you have never considered the question of "labor saving," "efficiency making" equipment a matter of importance, just weigh the above statements when considering your steadily mounting expense account, then take the first step to cutting your overhead and increasing your profits, by sending a plan of your store, with measurements, getting the best arrangement of Wall Case sections and Counters and installing **Walker Bin Equipment.**

A rough plan or sketch with your ideas or preferences will secure a detailed plan with quotations.

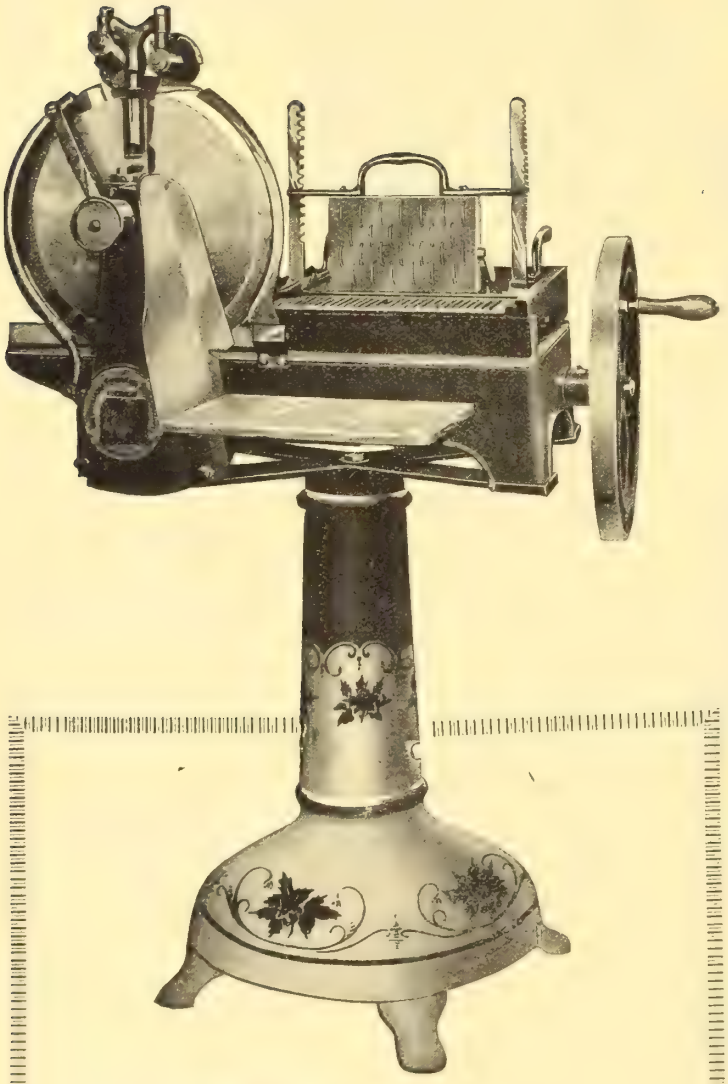
The Walker Bin and Store Fixture Company

Limited

Kitchener :-: Ontario

Eastern Agents: J. H. Galloway, Hamilton, Ont.; Letts & Skene, Toronto, Ont.; Geo. Cameron, Ottawa, Ont.; H. O'Reilly, Montreal City; Albert Dunn, Quebec City; C. E. Rioux, Sherbrooke, Que., Quebec Province; R. R. Rankine, St. John, N.B., Maritime Provinces.

Brantford Scales and word in mech



THE BRANTFORD SLICER

Equip your store with these two handsome Brantford money-makers. They will soon pay for themselves by eliminating waste and enabling you to win increased patronage and bigger profits through better and quicker service.

The "Brantford" Slicer is the best "buy" on the slicer market to-day. It is positively guaranteed to give perfect satisfaction and is absolutely reliable in every way.

It will cut any boneless meat down to the last slice, as thick or as thin as you wish, positively eliminating waste meat ends. The Brantford "All-Canadian" Slicer is exceptionally speedy and operates most easily. Made in Canada in our Canadian factory by skilled Canadian workmen. The Brantford Slicer has proven itself a "masterpiece" of mechanical perfection.

Send for our illustrated catalogue showing different Brantford styles with detailed information.

The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and showrooms in the larger centres

Slicers are the last anical perfection

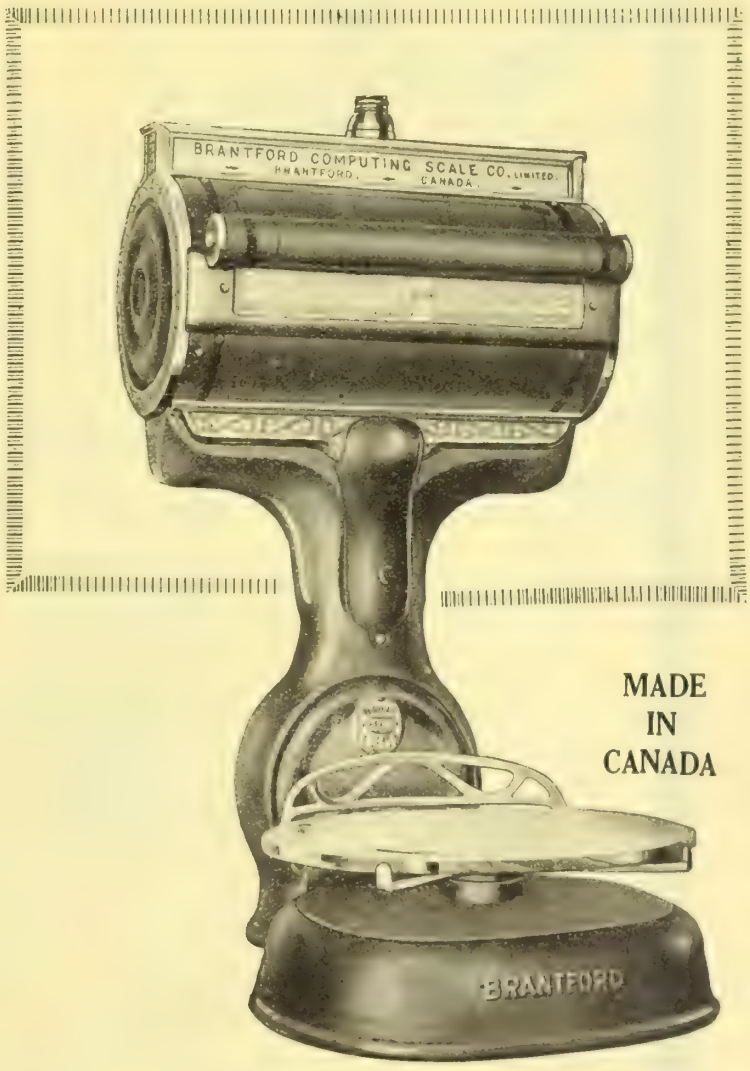
The Brantford Computing Scale is the most complete and perfect piece of scale mechanism ever assembled.

It possesses so many exceptional features that it will pay you to investigate this Brantford superiority before you buy.

There is a Brantford Computing Scale for every purpose and each one is agate bearing, absolutely enclosed to exclude dust and is backed by the well-known Brantford Guarantee to give dependable, accurate service.

Write for our illustrated booklet describing these peerless scales in detail. Each one is built in our large Canadian factory by expert scale mechanics, handsomely finished and made to give "life-long" satisfaction.

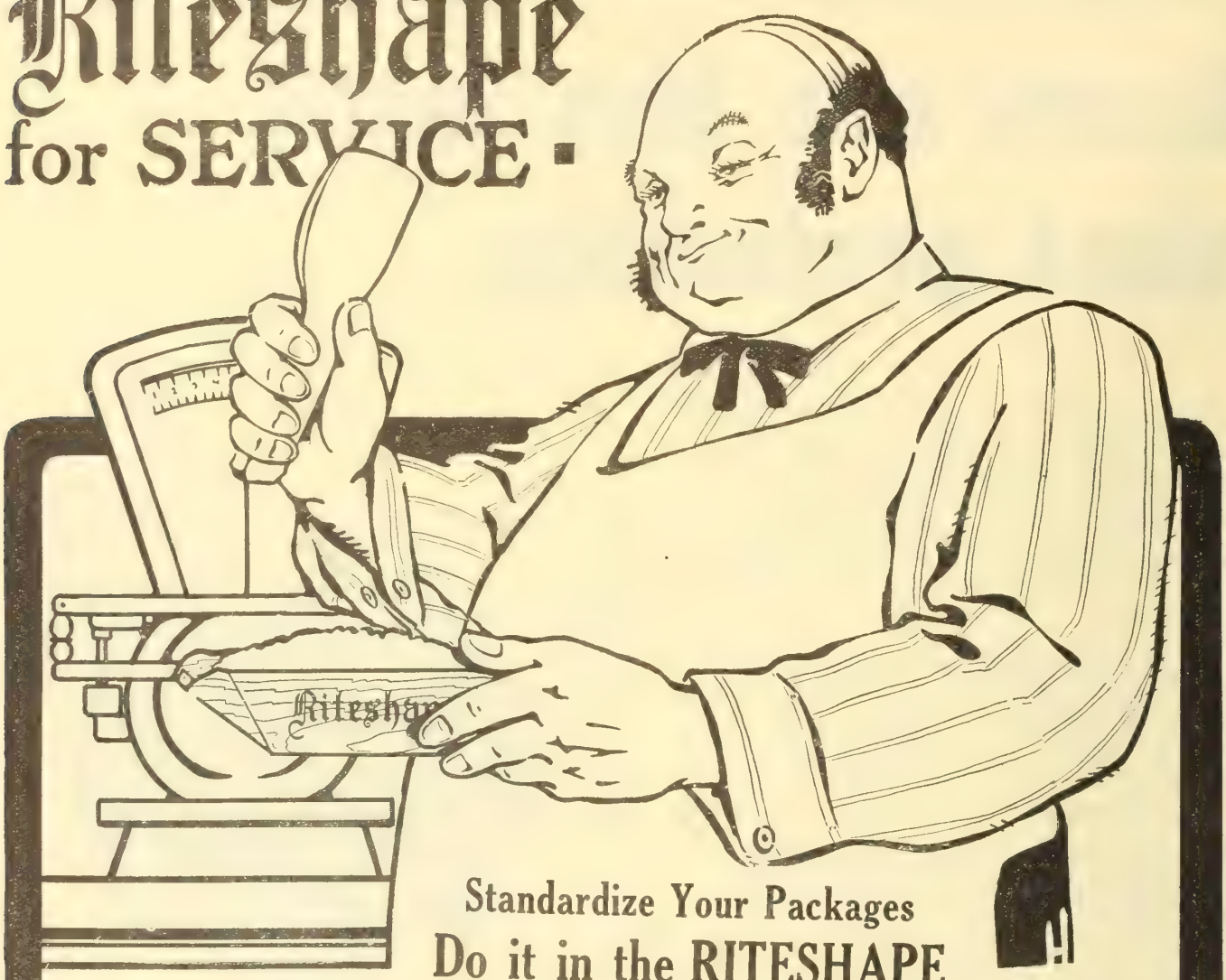
View of the Plant where Brantford Scales and Slicers are made



MADE IN CANADA

The Brantford Computing Scale Co.
LIMITED
Brantford, Canada
Offices and showrooms in the larger centres

Riteshape for SERVICE



Standardize Your Packages
Do it in the RITESHAPE

Why not lift the entire plane of your bulk food business up onto a higher level? Make your packages standard and make that standard the highest there is.

There is a **Riteshape** for every package. It's the big line—one-half up to ten pounds. And the **Riteshape** always improves the apparent quality of whatever it contains.

Display it in the **Riteshape**
Sell it in the **Riteshape**

Ask your jobber or

VICTORIA PAPER & TWINE CO., LIMITED

Wholesale Distributors
430 Wellington Street West, TORONTO
Branches: Montreal, Halifax
The Oval Wood Dish Company, Manufacturers, Factory at Tupper Lake, N.Y.

Clean Goods Make the Strongest Selling Appeal

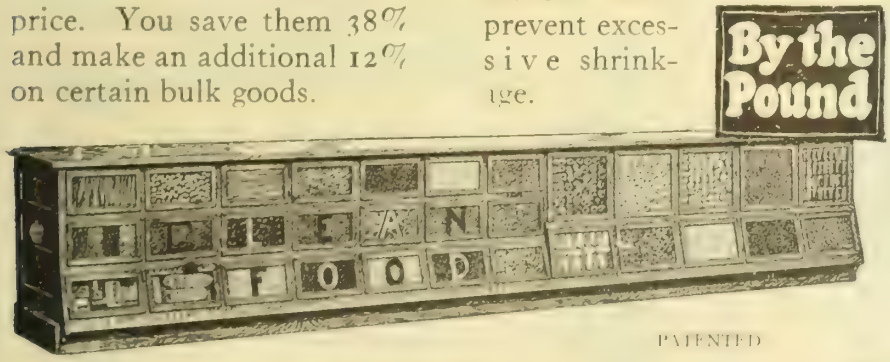
THE SHERER COUNTER is the best means to keep bulk goods clean and fresh; displays them better and creates a larger volume of sales. In this counter every article is completely protected, kept fresh and in full view.

Right next to the article your customer selects is another equally tempting. *Here is a faultless salesman suggesting "buy more."* The same advantage cannot be gained in four times the floor space displaying the goods in boxes and crates. Every display pocket in a Sherer urges "buy now—buy more."

Make more money—SAVE 12% on certain bulk goods.

The Sherer Counter makes you more money through repeat business. More sales begin the moment your customers find they get what they want from you at a lower price. You save them 38% and make an additional 12% on certain bulk goods.

Your customer is assured of clean foods when they are kept in the Sherer Counter, because the drawers, carefully constructed having three ply bottoms, keep out the dust vermin and prevent excessive shrinkage.



PATENTED

STORES that have Sherer Counters are always more popular with the housewife. She sees what she wants and knows she is getting what she selects. The display pockets are a constant reminder of "what will be good to-morrow."

It pays for itself by earning a minimum of 60c per day. We'll tell you how. Write us to-day for the plan.

Model 66 Sherer

The most popular model with grocers. 15 feet 8½ inches long, 33½ inches high, 28½ inches wide; housing 2,000 lbs. of bulk goods of 31 kinds.

SHERER-GILLETT CO.
GUELPH, ONT.

SHERER-GILLETT CO.
Dept. 57, Guelph, Ont.

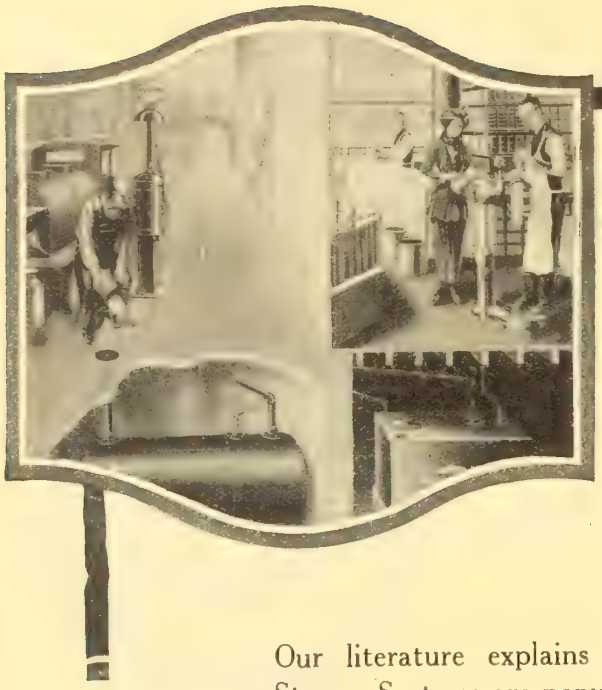
Please send us your catalogue, giving full particulars of the "Sherer" Counter and include a copy of your plan for making 12% extra on certain bulk goods.

Street .....

City .....

State .....

Name .....



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a BOWSER Gasoline Pump

BY INVITATION MEMBER OF

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centers

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

The J. H. Hanson Co., Ltd.

244 Paul St. West MONTREAL

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

—Stores are judged by the goods they sell—

Del Monte

CANNED FRUITS
AND VEGETABLES

Distributed in
OTTAWA and District
by

E. M. LERNER & SONS

Wholesale Grocers

OTTAWA

Over
120,000
cans of

Del Monte
QUALITY

products were
distributed in our
territory last year.

NOW BOOKING ORDERS
FOR 1920 PACK

Let us have your order,
subject to your approval of
opening prices and assortment.

WRITE, PHONE OR WIRE, COLLECT

—Easier Sales, Quicker
Profits, Bigger Business—

DOMESTIC SHORTENING

BETTER THAN BUTTER—CHEAPER THAN LARD

. . . a steady, profitable seller

Domestic Shortening is a remarkably good seller and offers dealers a good wide profit margin. Its great economy appeals to every housewife and its excellent quality wins steady, satisfied customers.

For every use where a shortening or frying fat is needed, *Domestic Shortening* takes the place of both lard and butter, giving better results than either at much lower cost.

It is made from pure, highly refined vegetable oil, which is very nourishing and healthful.

H·A BRAND

THE HARRIS ABATTOIR COMPANY, Limited

TORONTO, CANADA

Display Furnivall's FINE FRUIT PURE JAM

Preferred by your particular Customers

Mother likes it because it is saving on butter, in addition to being delicious. Father says it's "dandy" as an appetizing dessert for breakfast and the kiddies pronounce it "swell" all the time and particularly for an after-school lunch.

This jam is guaranteed absolutely pure and in your displays you can feature "Made-in-Canada"—a slogan needing your support at the present time.

The quality of FURNIVALL'S Fine Fruit Pure Jam will bring many repeat sales. Try it!

FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS: **The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grammer & Co. 406 Parliament St. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cuff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland

BUTTERFLY TINTS
offer dealers handsome profits

This handy $7.25 Counter Carton shows $3.55 profit. In larger quantities better discounts and larger profits.

Not a Soap or a Compound,
but a Pure Basic Dye.

They are "The Original Cold Water Tints" for silk, wool and cotton. Can be made strictly fast colors if desired.

Will not harm the daintiest fabrics. So simple a child can use them.

Why not sell the BEST when it shows the MOST PROFIT?

36 POPULAR SHADES

6 dozen assorted Best Sellers in a 12" x 15" Counter Carton

This is the case that catches the customer.

Canadian Distributors

LOGGIE SONS & CO., Toronto

THE BUTTERFLY TINTING CO. MINNEAPOLIS, MINN.

Her "look" registers in your cash-drawer

Put Gold Dust packages where your customers can see them.

Our advertising puts Gold Dust in a woman's mind. Then it is up to you to display it on your shelves and she will buy.

The demand for this "Made in Canada" product grows every day because of our widespread advertising.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Junket
MADE *with* MILK

NESNAH
Junket Powder

Two quick selling favorites which offer real good profits

JUNKET — An economical dessert that is put up in an attractive 10-tablet package which retails for 15c with an excellent profit.

Junket is highly nutritious and wholesome, and its wide variety of uses in preparing delicious economical desserts makes it a ready seller.

JUNKET POWDER (Nesnah) is a Junket in powder form and it is quickly and easily prepared.

Put up in four flavors in attractive packages, retailing for 15 cents. Its great economy and deliciousness will appeal to your customers. Try a sample order of those two favorites.

Chr. Hansen's Canadian Laboratory
Toronto, Canada
LOGGIE, SONS and COMPANY
SELLING AGENTS FOR CANADA
32 FRONT STREET WEST - TORONTO

Order from your wholesaler.

Master Mason

&

Canada's joy smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

BARBADOS MOLASSES

Insist Upon Having the Best
It Is Not The Best Unless It Is

DACOSTA & CO.'S BRAND

This year prices are the highest yet. Therefore it is necessary to obtain the highest quality, especially when the best costs no more than the rest. Insist upon getting the best.

ORDER THROUGH YOUR WHOLESALER

"The Goods Sell Well"

DEALERS in all parts of the country report that Imperial Parowax, Imperial Household Lubricant and Imperial Ioco Liquid Gloss "sell well" all the year round.

And no wonder: These household products are used in many ways around the house. The good housewife uses them regularly every week in her daily work.

Dealers who have handled them know that they are not seasonal but regular, year-round-in-demand, staple specialties.

Profit! Splendid on a regular turnover—more than on competing lines.

Is your stock of each sufficient?

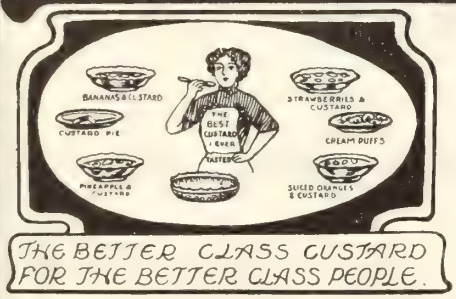
IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT



THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.

You Never Tasted Custard Half So Nice.

Sold in three different style packages.
4 oz. 6 oz. 16 oz.

Sold by the leading wholesale and retail grocers in all parts of Canada.

Extensively advertised in all Canadian homes, and preferred by the most particular.

Write for Prices and Quantity Terms.

THE HARRY HORNE CO., LTD., TORONTO, CAN.

Recommend Beecham's Pills

because this famous remedy has made good for over sixty years relieving Sick Headache, Constipation, Indigestion, Biliousness, Kidney and Liver Troubles;—it is the largest advertised of any medicine in the world and enjoys the largest sale of any medicine in the world. This all means quick turnover and good profits for you.

The Largest Sale of any Medicine in the World

The satisfied customer is a steady customer, and steady customers mean regular profits. Get the point? Put Beecham's Pills on your push list to-day!

Free Material for your Store! We will be pleased to send you on request Beecham's Help to Scholars, Oracles, Window Display, Decalcomania, Almanacs and Show Cards.

Harold F. Ritchie & Co., Ltd.

Sole Agents

Toronto, Ont. **Canada**

SELL MORE JAM IN 4-POUND PAILS

Be sure you suggest a 4-Pound Pail to every customer who asks for a small jar

and you'll be surprised at number of pails of E. D. S. Jams, Jellies and Marmalades that the method will sell for you.

E. D. S.
JAMS, JELLIES, and MARMALADES

All E. D. S. products are made from nature-ripened, sound fruit and pure cane sugar, and their quality is guaranteed.

Push the 4-pound pail for a greater profit; order from your wholesaler.

E. D. SMITH & SON
LIMITED

WINONA - - ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

11 Distinctive Fruit Flavors.

Grape, Cherry, Loganberry, Strawberry Cream, Blackberry, Raspberry, Apricot, Peach, Orange, Lemon, Apple.

Are You Ready to Meet the Demand for

"B" Brand Ciders?

Never has a soft drink taken a constituency by storm as has the famous "B" brand of Ciders, and the way orders are shaping up this Spring the demand for this popular brand of drinks will pass the most sanguine expectations. This means that wide-awake dealers will want to have on hand an ample stock to quickly keep step with the demand.

How about YOU, Mr. Dealer? Going to be able to supply the demand in YOUR locality sure to develop as a result of our advertising?

How About Your Stock of Soda Fountain Syrups?

In addition to the "B" Brand Ciders we are marketing what we believe to be the best line of Soda Fountain Syrups that ever went to make up a palatable drink for mankind! May I tell you more about this branch?

Write us for prices, etc.

The Maritime Syrup & Beverage Co.

HALIFAX, N.S.

Consolidated with the

MARITIME CIDER CO., ST. JOHN, N.B.

We have openings for Local Agents; for information write us at once.

Selling Idea No. 3

Educate Your Clerk as to the Value of

APROL

W. J. Bush Citrus Products Co., Inc.

NATIONAL CITY, CALIFORNIA. MONTREAL AND TORONTO

The Recognized Leader

Cow Brand Baking Soda is known and preferred in most every Canadian household. Its great strength and purity have placed it in a "class" by itself.

Women have learned that Cow Brand Soda lasts longer and insures better results from their baking operations because of this extra strength and purity.

Church & Dwight, Ltd.

MONTREAL

The very high prices asked for chocolates prevents the family man of moderate means from taking home a "Sunday treat" each week, without scrimping on some other necessity the home needs.

To meet the demand for a HIGH GRADE candy to retail at a FAIR price, a candy to please all the family—little folks and grown-ups—to allow the dealer a quick turn-over and a substantial profit, was the mark we set to reach over three years ago, and

RIVAL MIXTURE

is the result of our efforts. The number of stores selling Rival Mixture as a popular-price "Sunday treat" has grown beyond our expectations and has DOUBLED DURING THE LAST YEAR. Rival will pull the business while gaudy-packaged-sky-high-priced chocolates are gathering dust in your show windows.

How Rival Mixture Comes To You

RIVAL is put up in two styles of package — the standard size 30-pound pail and a case which can be used for a 30-dozen Egg Case. This egg case idea speaks for itself. The grocers of Maritime Provinces and Quebec invariably order RIVAL shipped this way, as the candy — each kind — is packed in a five-pound box, and arrives in the best condition. Using your natural taste in display, it is possible to make the candy look worth 5 to 10c per pound more than had it been shipped already mixed. The Pail method meets the need of the busy store keeper who has not the time to make up his own mixtures; but whichever package you choose, we can promise you that RIVAL will prove a continual source of profit and satisfaction.

G. J. HAMILTON & SONS, PICTOU, N. S.

ESTABLISHED IN 1840

Gathering Maple Sap for Small's in the heart of the forests of Quebec
Recoltant la sere pour Small's dans les bois de Quebec

3 FACTS THAT ARE EVER MOMENTOUS AND VITAL TO THE VERY EXISTENCE OF THE MERCHANT

1 Advertised Brands. The above advertisement appeared in the Art Section of the Montreal Standard, April 10th, circulation of which is about 100,000. We have been and are using similar space in the Canadian Home Journal, MacLean's National Magazine, Farmers' Magazine, Toronto; The Farmers' Advocate, The Canadian Power Farmer and The Grain Growers' Guide, of Winnipeg. The above-mentioned journals reach nearly 600,000 of the best homes in Canada, exceeding approximately 1,000,000 readers. Aggressive advertising of this character is bound to assist the dealer by creating demand.

2 We make no concession or allow no special discount to departmental or chain stores, but to jobbers only. We feel that by handling **Small's** brands mutual satisfaction will be the continued result.

3 **Small's** brands are of long standing, the result of many years' experience. We are continually making improvements where we find it possible. Results or merits of **Small's** brands have been appreciated and recognized the world over, having received gold and silver medals, also diplomas from all leading countries, including the Orient.

SMALL'S LIMITED, MONTREAL

SYRUP AND MOLASSES REFINERS

THE RETAILER'S BEST SELLING LINE

W. C. MACDONALD

All over Canada they are asking for

"The Tobacco with a heart"

Do you get your share of the profits?

MACDONALD'S CUT PLUG

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

The "Use" in Grape Juice

There are so many different ways your customers can use

Marsh's Grape Juice

that a suggestion here and there will not only open up new dessert delights for them, but will boost your sales in this commodity.

As a rich flavoring for jellies, in light fluffy desserts, for Sherbets — there are endless ways to add to the attractiveness of the family meals, and to your profits.

A case to-day will grow to five the next time you order.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The MacLaren Imperial Cheese Company Limited

Toronto and Montreal

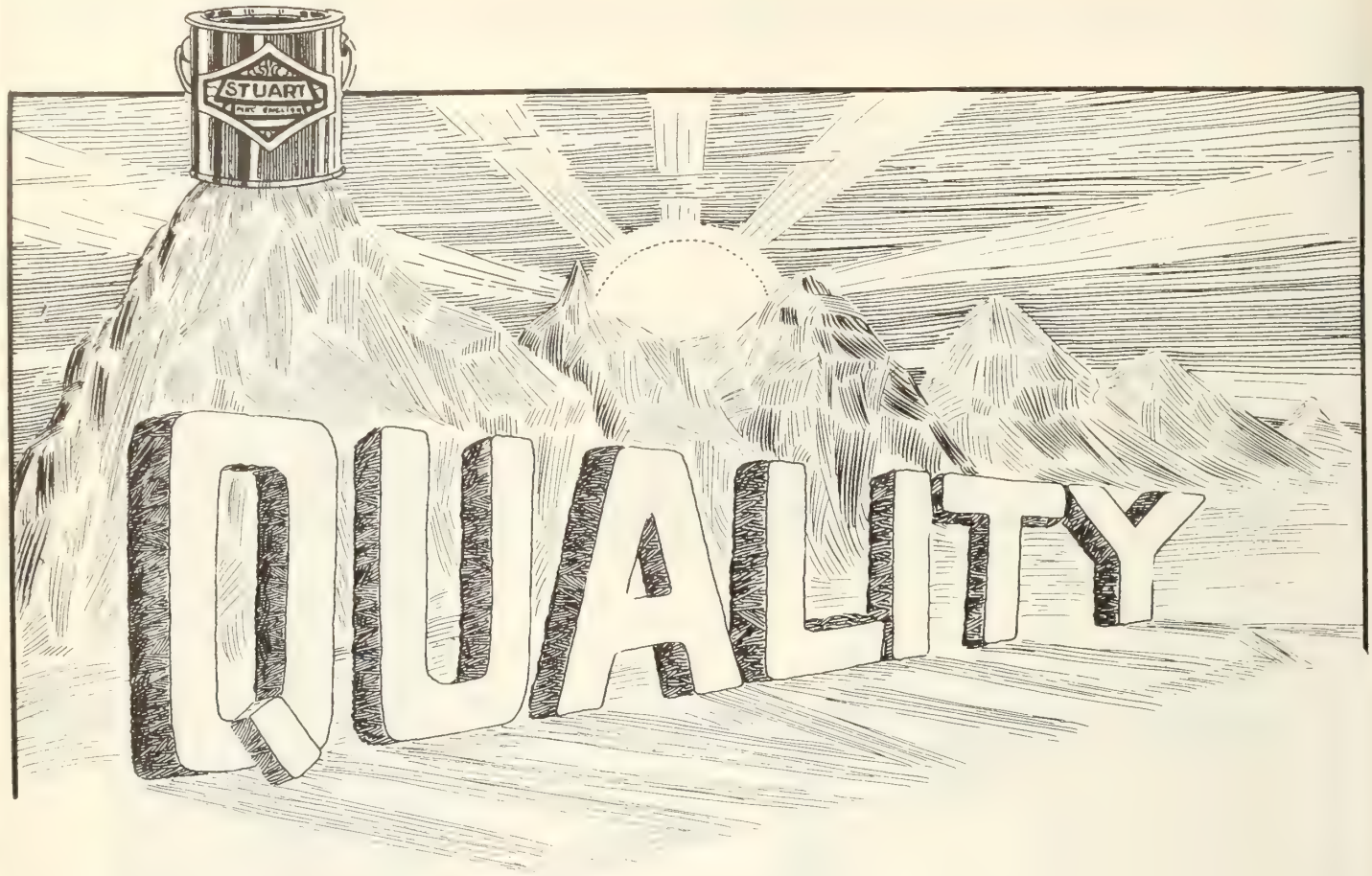
JAPAN TEA
The tender leaves — carefully picked and more carefully prepared—impart that same charm to your cup of Japan Tea as to the sacred tea ceremonial of Japan. Japan Tea carries a government guarantee of purity.
"Tea purifies the blood and cheers the heart".
—Ten Rhyne, 8th Century.
17

One of our consumer ads.

ORDER a supply of Japan Tea to-day and note difference in your turnover.

Behind your selling efforts is its unexcelled reputation for extra good quality and an aggressive and widespread consumer advertising campaign.

Ask your wholesaler for Japan Tea.



The pinnacle of quality

Stuart's pure jams, jellies and marmalades have reached the pinnacle of quality and popularity only through strict adherence to purity and by careful selection and perfect blending of the finest fruits and pure cane sugar.

You will find them an excellent line of business-builders—a brand that will turn your casual customers to steady, satisfied patrons.

STUART LIMITED

SARNIA, ONT.

Stuart's Pure Jams

Royal Salad Dressing

Made in Canada for Thirty-five Years

Spring and Summer is salad season. By displaying this popular favorite either in your windows or on your counters you will be gratified with the increased sale. Your customers will not make their own after once using Royal.

Royal Mayonnaise Dressing

A milder dressing than Salad Dressing, especially for fruit salads. Recommend Royal Mayonnaise Dressing to your customers who want a mayonnaise dressing. They will thank you.

The Two Royals Are Made Only By—

THE HORTON-CATO MFG. CO.

Windsor - Ontario

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

PURITY

Appeals to All

As its name implies, **Purity Table Salt** is pure and made in the most sanitary and up-to-date Canadian plant. These facts have been appreciated by the most particular housewives throughout the country and the steadily increasing demand for this salt is certain to greatly assist in your profitable sales.
Send your request at once to ensure an early shipment.

The Western Salt Company

COURTRIGHT, ONTARIO

ELKHORN CHEESE
IN TINS — 8 VARIETIES

Roquefort
Camembert
Pimento
Kraft
Chile
Swiss
Rarebit
Limburger

THERE are eight delicious varieties, each of national flavor. You can keep a full line of cheese on hand at all times without fear of loss from drying up or crumbling.

Your profit is sure—Sales are continuous the year around—NO ICE NECESSARY. Every tin guaranteed to keep in any season or climate.

MR. DEALER — Elkhorn Cheese in Tins is the Dependable Cheese in a convenient, sanitary container. This is the best season of the year to push its sale. Urge your customers to stock their pantry shelves.

Sales Representatives

Wm. H. Dunn - Montreal, Que.
Dunn-Hortop - - Toronto, Ont.
J. A. Tilton - - St. John, N.B.
Pyke Bros. Halifax and Sydney, N.S.
Buchanan & Ahern - Quebec, Que.
Richardson, Green, Ltd. - Winnipeg
Oppenheimer Bros., Vancouver, B.C

Manufactured by

J. L. KRAFT & BROS. CO.

This Mop Wins

the instant approval of women everywhere and the complete confidence of dealers, like yourself, who aim to sell **the best there is** at fair prices and with profit. In this wonderful Liquid Veneer Mop you deliver **quality** and

Your Profit is 67%

MADE IN CANADA

5 Big, New features make this mop by far the best on the market and a rapid seller.

Oh, but it's a beauty!

LIQUID VENEER MOP

Thousands of Liquid Veneer users will want this mop. Every buyer of a mop will use far more Liquid Veneer. Therefore every mop you sell will pave the way for a great big **Liquid Veneer business.**
This mop builds business. Easily retails at $1.75, packed in individual lithographed container. Complete with 54-inch handle.

Write your jobber or us for full particulars.

Buffalo Specialty Company
Bridgeburg, Ontario

Hustle Your Stock by Selling More Flour

Selling Purity Flour hustles a hundred and one other lines—baking powder, sugar, shortening, currants, raisins, syrup, eggs, spice, flavoring extracts, butter, canned goods—everything that goes into bread, pies, cakes, cookies, pastry, puddings, etc., the goods that stock every grocer's shelves.

PURITY FLOUR

will speed up your turnover on all these lines, because flour sales are the foundation of a grocer's business. The quicker the turnover the greater the gross profits.

Western Canada Flour Mills Co., Limited

Head Office - - - Toronto

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS AND PRESERVES THE LEATHER RESTORES THE COLOR AND LUSTRE

"QUICK WHITE" MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. CORP. BOSTON, MASS. U.S.A.

Whittemore's Shoe Polishes
Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at Par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

Norcanner Brand

Norwegian canned fish delicacies will make a "hit" with your customers

"Bravo" Brand Sild Sardines

A High-Class brand, perfectly cured, lightly smoked and packed in pure olive oil in Quarter Dingley and eighth size tins. These superb Norwegian Sardines are exceptionally good sellers and their price is most reasonable.

Norcanner Brand Brisling Sardines

packed in Quarter Dingley tins. The finest, carefully selected, Summer caught Brisling sardines with Virgin Olive Oil. You'll find Norcanner brand an exquisitely flavored line of high standard Norwegian Sardines.

Canadian Agents:
A. S. May & Co.
Toronto

Donald H. Bain Co
Winnipeg

C. B. Hart, Reg.
Montreal

NORCANNER BRAND

Kippered Herring, Herring in Tomato, and Baby Mackerel in Tomato

are all sterling quality, active-selling products. They are packed under the most rigid Sanitary inspection. Norcanner Brand of fish food products is the leading brand of Norway's largest Packing organization comprising over 130 Modern sanitary canneries. Each one is a guarantee of purity, perfection and complete customer satisfaction. Order from your jobber.

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters: 105 Hudson Street, New York

GOOD FOR KIDDIES AND LIKED BY EVERYONE

WHEAT GOLD

BREAKFAST CEREAL

Formerly "Wheatine"

Makes Delicious Porridge

Wheat Gold is a nutritious and economical breakfast cereal. Makes appetizing porridge, puddings, pancakes, etc.

Profitable displays can be made in window or on counter with Wheat Gold, as it is packed in attractive cartons.

Your wholesaler will supply you with this high-grade Canadian hard wheat breakfast cereal.

W. B. Browne & Co.

TORONTO, ONTARIO

Chamberlain Family Remedies

Known from coast to coast and famous for their efficacy. Every one of the Chamberlain list of family medicines is an active seller and is guaranteed to be absolutely free from harmful drugs.

Send for our price list to-day and cash in on Chamberlain "worth-while" profits.

There are a number of peerless remedies on the Chamberlain list and each one is a dependable, steady profit-earner and a winner of satisfaction.

Chamberlain Medicine Co., Limited

TORONTO

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
NET WEIGHT ONE POUND
CANADIAN MILK PRODUCTS, LIMITED
TORONTO
MONTREAL

KLIM Will Be Widely Advertised This Summer

COMMENCING early in May, large space will be used in newspapers and magazines of national circulation, to emphasize the advantages of Klim—powdered separated milk—for household use during the hot summer weather.

Hot Weather Doubles KLIM Sales

Thousands of women begin to use more Klim when the hot weather comes because it does not turn sour and waste. Klim has the natural flavor of fresh separated milk and remains sweet and fresh until all used. The grocer has a quick turnover and a good profit on Klim. It is packed in attractive blue and white striped tins—half-pound, one-pound and ten-pound sizes.

Canadian Milk Products Limited

HEAD OFFICE: TORONTO

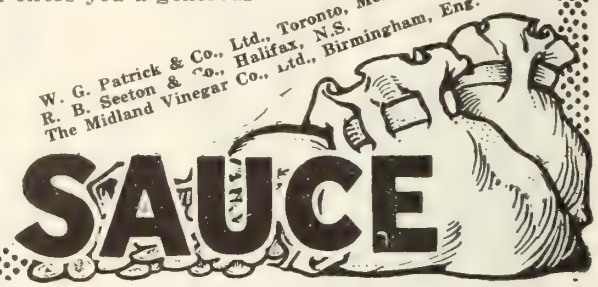
Branch Offices and Warehouses:

ST. JOHN **MONTREAL** **WINNIPEG**

Good for Customers—Good for You

H.P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact. It is in big and constantly growing demand, and offers you a generous profit—that's why it is certainly the same for you.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



H.P. SAUCE

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England

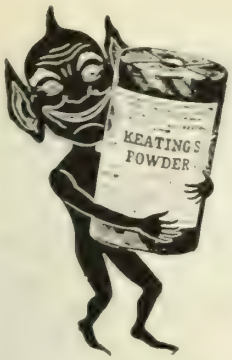
Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.



For Insect Pests

KEATING'S

The World -Wide Insecticide

Private houses and public buildings are equally sure to be troubled with insect pests during the summer months, and Keating's will be in demand. Keep a good supply of Keating's on hand.

Used for generations for the extermination of

FLIES, FLEAS, MOSQUITOES, ANTS, WASPS, BEETLES, BUGS, ROACHES, MOTHS, etc.

Keating's is harmless to human life.

Careful housekeepers, the medical profession, and progressive dealers everywhere recommend Keating's.

Are YOU getting your share of this steady, profitable business?

MADE BY

THOMAS KEATING

LONDON, ENGLAND

Established 1788

Sole Agents for Canada

Harold F. Ritchie & Co., Limited

10 McCaul Street TORONTO

BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

Canada Beaver Brand Brooms

SATISFACTION and unusual wearing qualities are built into every **Canada Beaver Brand Broom.**

They are made by experts in the following grades—

Household Brooms—10 different grades.
Toy Brooms—3 different grades.
Whisks—10 different grades.
Warehouse Brooms—a specialty.

The Canada Broom & Brush Co.

Limited

Ridgetown, Ont.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Confederation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, TORONTO

Willow Clothes Baskets

3 Popular Sizes

Walter Woods & Co.

Hamilton and Winnipeg

Sloane's "Excelsior" Brand Brooms

The system back of this product Lives!—The stock and workmanship are of the highest order, and still are priced in competition with all others.

Nothing in connection with this reputable line of brooms is done on the cheap. Our travellers don't wait to use "The Homeseekers' Special." We prefer to hear—

"There goes Sloane"
to
"Doesn't he look natural?"

You will ultimately *stick* to Sloane's "Excelsior" line. Better start now.

J. C. Sloane Co. - - Owen Sound

Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
¾ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Important Announcement

by

The Hooton Chocolate Co., Limited

Revival of Popular 5-Cent Price to Customer

EXPERIENCE has shown, and every dealer knows, that 5c is a far more convenient price than the awkward six cents or seven cents. For this reason, and in view of the greater volume of sales thus made possible by selling bars at 5c each to consumers, we have decided to revive the price to the dealer of—

95c. a Box of 24 Bars
(Subject to usual Trade Discounts)

Hooton's Chocolate has established throughout the Dominion a reputation for the Highest Quality, and as a result we have built up a large output and are daily increasing our production.

It is on account of this *volume* that, despite the high cost of raw materials, we are able to maintain the high quality of Hooton's, and yet at the same time revive the five-cent consumer price.

For on no account would we jeopardize the good name of Hooton with the public.

The Quality of Hooton's is Always Uniform

This reputation for quality will be jealously maintained, and while the present margin of profit is infinitesimal, we are satisfied that the increased turn-over will, as explained above, somewhat offset the reduction of profit per unit.

And it is our intention to rigorously maintain this price as long as it is humanly possible to do so, with the slightest margin of profit, in face of steadily rising costs in the high quality of ingredients that we use.

Hooton Chocolate Co.
LIMITED
TORONTO

Sal Manitou
Effervescent Saline
Martin's Manitou Health Salt
Martin's Manitou Ointment
Standard Remedies Ltd.
Keeps Your System Well regulated
A Glass a Day Keeps the Doctor Away
Have it Where it is Handy.
START THE DAY RIGHT with a glass of
THE INDIANS
long ago discovered the curative properties in the waters of LITTLE MANITOU LAKE.
EFFERVESCENT SALINE
STANDARD REMEDIES LTD.
Winnipeg Manitoba
An Aperient Since The Time of The Indians
Sal Manitou Effervescent Saline
EFFERVESCENT SALINE
Martin's Manitou Health Salt (milder form) In Tins
Martin's Manitou Eczema Ointment—a wonderful skin healer.
STANDARD REMEDIES LTD., Winnipeg, Man.

Advertising That Brings Increased Sales

The above advertisements are appearing in all the leading papers throughout the Dominion.

They present to the people of Canada the quality and merit of

SAL MANITOU
MARTIN'S MANITOU HEALTH SALTS
and
MARTIN'S MANITOU OINTMENT

These remedies are refined directly from the medicinal compounds extracted from the saline waters of Little Manitou Lake, Saskatchewan.

We realized the importance to the dealer of placing our goods before the ultimate consumer. It means quicker and increasing sales for every dealer who stocks these remedies.

Co-operate with us—make bigger profits for yourself by having a stock on hand to supply any immediate demand. Display them prominently. Offer them to your customers. You'll find it pays.

Your jobber or our distributor is ready to promptly attend to your order.

STANDARD REMEDIES LIMITED

Winnipeg, Man.

DISTRIBUTORS:

Robt. Gillespie Co. Ltd. Vancouver, B.C.
A. M. MacLure & Co. Ltd. Winnipeg, Man.
Loggie Sons & Co., Toronto, Ont.
W. Clare Shaw & Co., Montreal, Que.
W. E. Bowman St. John, N.B.

Special Announcement To Manufacturers

In the following section are the announcements of a large number of Manufacturers' Agents and Brokers. The Manufacturers' Agent and Broker perform a very important service in representing the foreign grower, or manufacturer, and acting as a link between them and the wholesaler and retailer.

The majority of these agents, and particularly those in Western Canada, have detail salesmen out among the retail, as well as wholesale trade, introducing new lines and creating enthusiasm for lines already on the market.

Manufacturers desiring agents or brokers in the various sections of the country to look after their interests, should read carefully the announcements of these firms. Most of them have selling organizations in existence that can readily be used in placing new lines on the market, because of the present connections they have with the wholesale and retail trade. CANADIAN GROCER suggests that manufacturers, growers and producers place this issue on file so that it can be brought to their attention quickly when desired.

TEES AND PERSSE LIMITED

MANUFACTURERS' AGENT

Here Since 1884

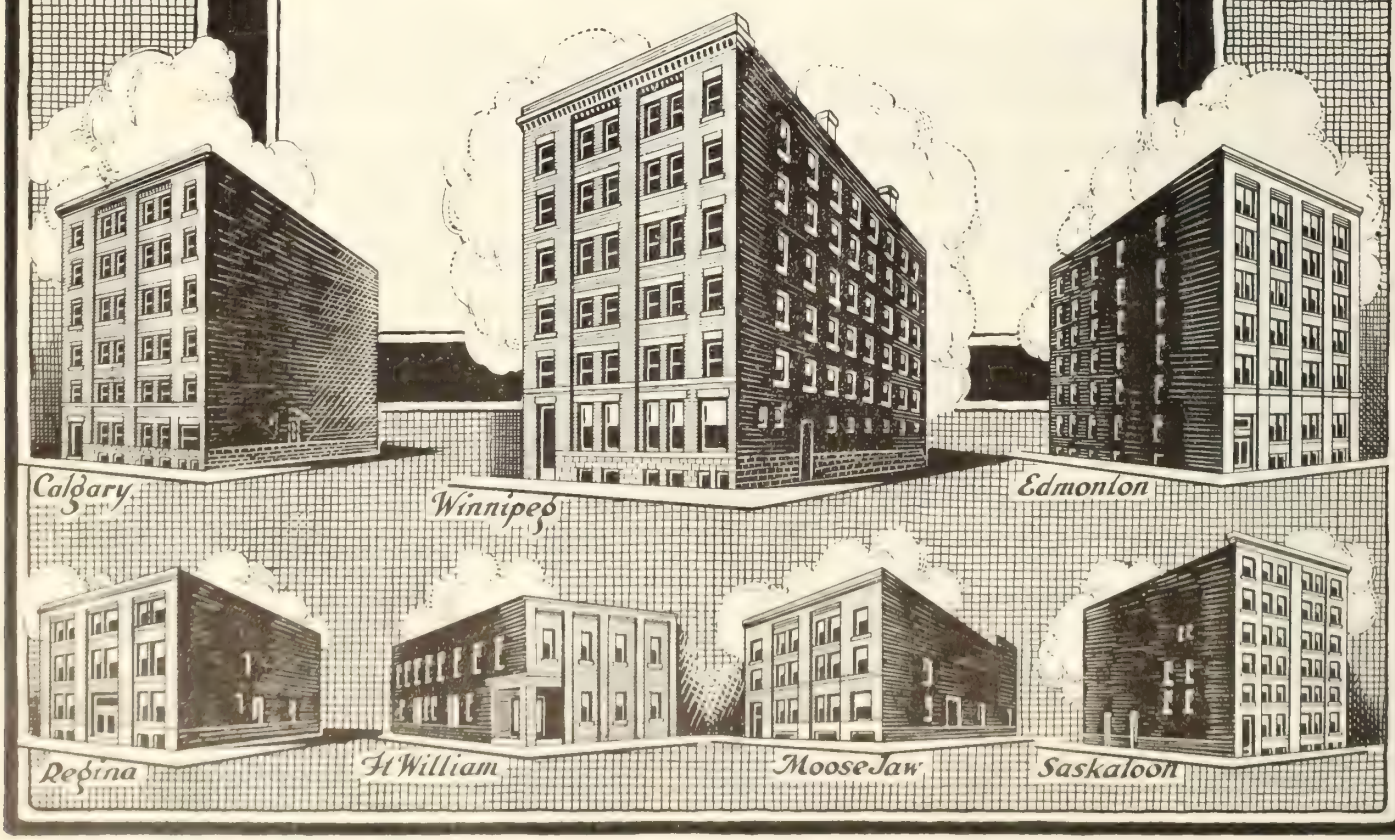
"From the Great Lakes to the Rockies"

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Winnipeg, - - Man.

Fort William Regina Moose Jaw
Saskatoon Calgary Edmonton



WESTERN CANADA

A MARKET AND AN ORGANIZATION THAT EXPANDS

To a limited number of manufacturers who wish to extend their connections in the ever-increasing markets of Western Canada, we offer the services of an unequalled Sales Organization.

WE PROVIDE

1 A LIVE SALES ORGANIZATION
2 DETAIL SPECIALISTS
3 IMMEDIATE RESULTS
4 RESPONSIBLE REPRESENTATION
5 AGGRESSIVE FOLLOW UP
6 THE GOOD WILL OF THE MARKET.

WE SOLICIT

We solicit enquiries from manufacturers and shippers regarding market and trade conditions and possibilities of the Western field. Our information is compiled from authentic sources and will be gladly furnished.

H. P. PENNOCK & CO., LIMITED

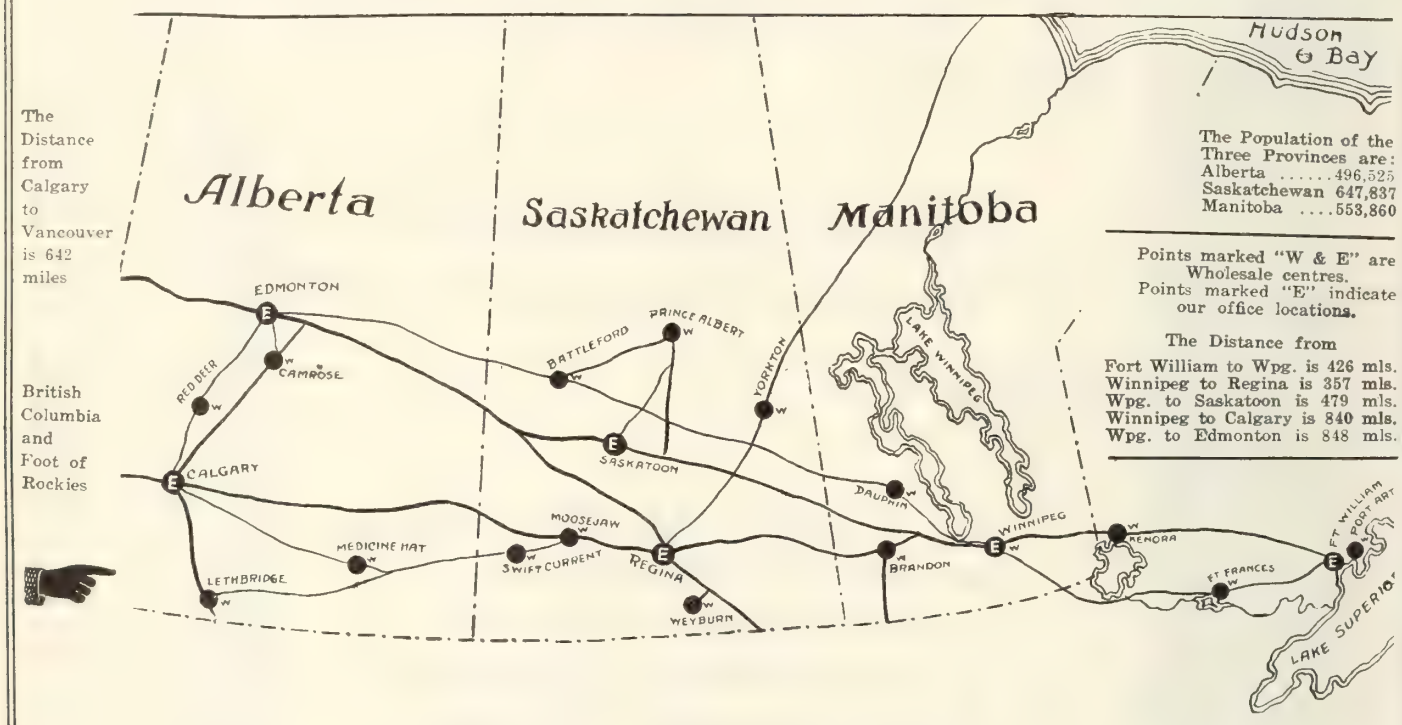
WHOLESALE GROCERY BROKERS

MANITOBA SASKATCHEWAN Head Office **WINNIPEG** Manitoba ALBERTA WESTERN ONTARIO

Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc

Cable Address: "PENCO" Winnipeg

We Cover This Field



Do you want to sell your product in this rich territory? Do you want to have it introduced under the right auspices and pushed with all the vigor and resource that a wonderful selling organization can put behind it?

That's the kind of representation we offer you. We have six big houses covering this territory and are ready to give your product aggressive and intelligent representation provided, of course, it doesn't clash with the lines we are now carrying.

Drop us a card and tell us about your line and we'll give you all particulars by return mail.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

O'Loane, Kiely & Co. Limited

HEAD OFFICE:

VANCOUVER, CANADA

ASSOCIATED OFFICES:

SEATTLE
326 Colman Bldg.

SAN FRANCISCO
619 Robert Dollar Bldg.

PACKED
48 1-lb., shipping weight, 71 lbs.
96 ½-lb., shipping weight, 79 lbs.

WHOLESALE EXPORTERS FOOD PRODUCTS

CANNED FISH

Salmon, Pilchards, Herring, Clams.

PICKLED FISH

Salmon—Hard Cured and Mild Cured.

Herring—Scotch and Norway style cure. Bellycuts and Bismarks.

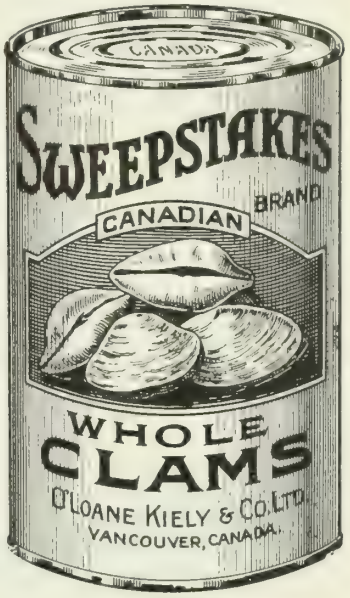
CANNED FRUITS AND VEGETABLES

Fruit Pulp
Cold Process Berries
Jams
Dried Fruits
Beans—Peas—Rice.

We are Proprietors of the following brands:

O.K.	Sockeye	Salmon
Victory	Red Spring	Salmon
Pacific Chief	Pink	Salmon
Equality	Chum	Salmon
Sweepstakes	Cohoe	Salmon
Sweepstakes	Pilchards	

Herring and Clams.



PACKED
48 1-lb., shipping weight, 71 lbs.

PACKED
48 1-lb., shipping weight, 71 lbs.

PICKLED HERRING
Barrels, 250 lbs. net 320 lbs. gross, 21 in. diam. x 31 in. high.
Half barrels, 125 lbs. net, 175 lbs. gross, 18 in. diam. x 24 in. high.

Reference:

The Dominion Bank Vancouver, Canada.

48 1-lb. ovals, shipping weight, 72 lbs. 96 ½-lb. ovals, shipping weight, 81 lbs.

Cable Address:
BRITSALMON
All commercial codes.

IMPORTERS

Oriental Produce—including Beans, Peas, Rice, Tapioca, Spice, Peanuts, Walnuts, Oil, Dried Egg Products, Albumen, etc.

By Royal Warrants to H.M. King George V. and to H.M. Queen Alexandra

Jeyes' Fluid

For Spring Housecleaning Jeyes' Fluid, the safe and efficient disinfectant, will be found a profitable selling article.

Possesses pleasing odor and is an excellent germ destroyer and may be used in sinks, baths, lavatories, etc.

Put up in 4 and 8 oz. bottles—dozen to the case —1 pint tins, quart tins, gallon drums and casks for use in stables, etc.

Order at once to insure an early shipment.

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG TORONTO MONTREAL

Kkovah

Maclure & Langley Limited

Curling

Manufacturers' Agents

Grocers, Confectioners and Drug Specialties

St. Williams

TORONTO

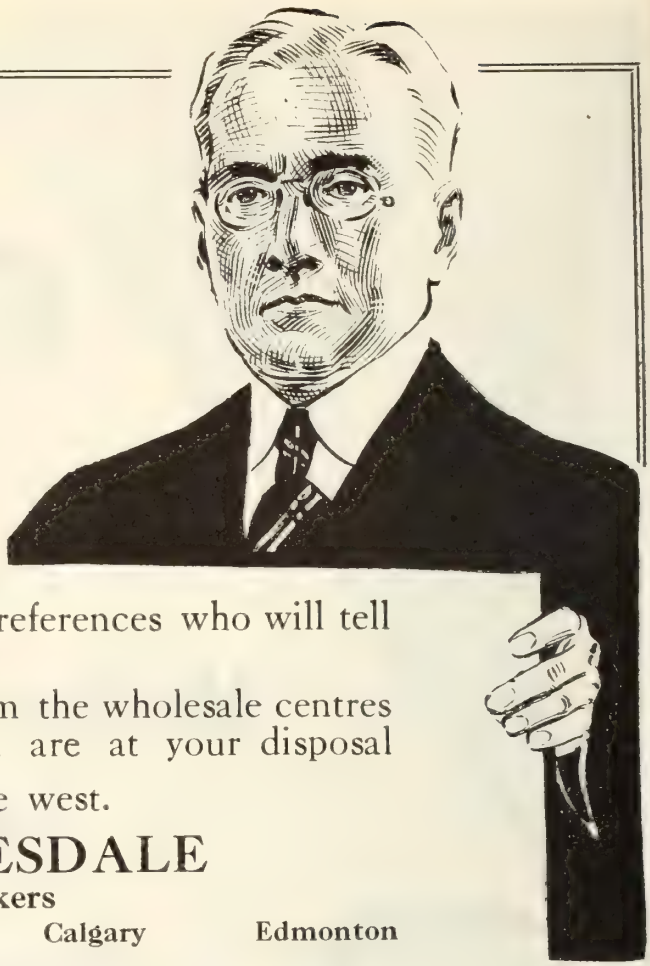
Montreal Winnipeg

Armours

To MANUFACTURERS
and
PACKERS

You are looking for

RESULTS



Write us and we will give you our references who will tell you what we have done for them.

Our staff of detail men operating from the wholesale centres of Manitoba, Saskatchewan and Alberta are at your disposal

Business is exceptionally good in the west.

WATSON & TRUESDALE

Wholesale Grocery Brokers

Regina Saskatoon WINNIPEG Calgary Edmonton

IMPORTANT NOTICE

TO

Manufacturers and Shippers

Representing :

CONNORS BROS., Ltd.
Brunswick Brand Sardines, etc.

GEO. PAYNE & CO., Ltd.
England, Ceylon & India Teas

ARNOLD DORR & CO., N.Y.
Coffees

SUFFOLK PEANUT CO.
Peanuts

And other First Class Firms

If you want to properly establish your products in this rich Western Country

TRY OUR SERVICE

We enjoy the Confidence and Goodwill of ALL the WESTERN TRADE and Guarantee to give careful attention to any reliable agencies entrusted to us

C. DUNCAN & SON

GROCERY BROKERS

WINNIPEG, CANADA

ESTD. 1899

What is Your idea of a BROKER?

SOMEBODY who merely represents you occasionally or officially? Just a convenient way of having inquiries handled? Or is it just a Western address or a necessary connection on the market in case of emergency?

Our idea of our job is to aggressively push the sale of our principals, open up new fields and opportunities for them, and keep ahead of them always.
Our people consider us an essential part of their organization naturally. We serve them with that spirit of loyalty and devotion of their interests in keeping with this conception of the relationship.

RICHARDSON, GREEN, LIMITED

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

WE REPRESENT:

For Western Canada:

Cleveland Macaroni Company, Cleveland, Ohio.
GOLDEN AGE MACARONI.

Goderich Salt Co., Ltd., Goderich, Ont.
SALT

Indian Packing Corporation, Chicago, Ill.
COUNCIL MEATS.

Jiffy Dessert Company, Waukesha, Wis.
JIFFY-JELL.

S. C. Johnson & Son, Racine, Wis.
FLOOR WAX, WOOD DYES, ETC.

J. L. Kraft & Bros. Co., Chicago, Ill.
ELKHORN CHEESE

King's Food Products Co., Portland and Chicago.
KING'S DEHYDRATED FRUITS.

New York Consolidated Card Co., Windsor, Ont.
PLAYING CARDS.

New Orleans Coffee Co., New Orleans, La.
MOLASSES.

Sinclair Manufacturing Co., Toledo, Ohio.
CHIEFTAIN CHLORINATED LIME.

Sunbeam Chemical Co. of Canada, Ltd., Toronto,
RIT DYE.

Sauquoit Toilet Paper Co., New Hartford.
TOILET PAPER.

The United Fig & Date Co., Chicago, Ill
FIGS, DATES, NUTS.

W. T. Welsch & Co., San Francisco, Cal.
RICE.

For Manitoba and Saskatchawan:

Crosse & Blackwell Limited, London, Eng.
PICKLES, JAMS, MARMALADES, SAUCES, ETC.

E. Lazenby & Sons, Limited, London, Eng.,
PICKLES, SAUCES, ETC.

Jas. Keiller & Son, Limited, London, Eng.,
MARMALADES JAMS, ETC.

Overseas Export & Import Co., Ltd., Norway.
SARDINES AND HERRINGS.

The House of Scott-Bathgate Co., Ltd.

shines out as a peerless marketing organization

Our enviable past record, our steady growth and development, and our long list of satisfied clients give ample testimony to the character of this eneregtic organization.

Unusual service, reliability, ample capital, 17 years' experience, a fully equipped organization, excellent storage facilities, and a staff of strong salesmen who look after the wholesale and retail trade—all these are behind your product the moment you enlist our services.

We have placed Christie's Biscuits and Robertson's Confectionery throughout the West and we can market your product with the same success.

Scott-Bathgate Co., Limited

Importers and Commission Merchants

149 Notre Dame Avenue E. Winnipeg

Cable Address—All Branches
"DONBAIN"

CODES:
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE

SERVICE

WHICH SPELLS

SUCCESS

in the marketing of your products.

LET US SHOW YOU.

"BEST IN THE WEST"

HEAD OFFICE:

WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER

Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

OF INTEREST TO YOU

We know the Western Market like you know your Factory and can get you the results that you are looking for

WE SOLICIT YOUR INQUIRIES, IT MAY DO US BOTH SOME GOOD

HERALD BROKERAGE CO.

MANUFACTURERS' AGENTS

310 Confederation Life Bldg.
WINNIPEG

17-18 Board of Trade Bldg.
CALGARY

READ what John Drury, Gelert, Ontario says about results obtained from our Want-Ad. Page :

"Have received several applications for position as advertised in CANADIAN GROCER and from which I have secured a good situation."

If you are looking for a better position or want to buy a business or sell one, why not tell the grocery trade through this Want-Ad Page? The cost is only three cents per word for first insertion, two cents per word each subsequent insertion with five cents extra per insertion for Box Number. Replies will be forwarded to you.

CANADIAN GROCER 153 University Avenue TORONTO, Ontario

Why So Fussy?

SAID A RECENT VISITOR

to our factory as he watched the minute inspection being given to the peanuts going into "NUTRO." It is a fact that much of this extra work is not apparent in the appearance of the finished product, but—and here's why we do it—IT IS PROMINENTLY IN EVIDENCE IN THE SUPERIOR FLAVOR!

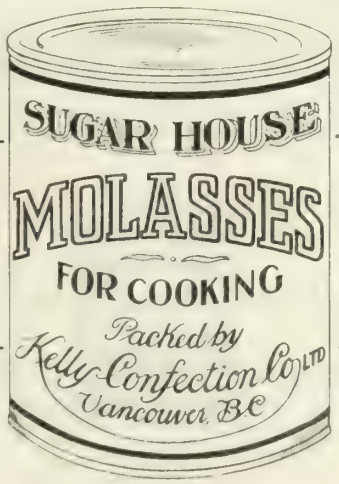
Distributed by the Manufacturers

Distributed by the Manufacturers

Manufactured to meet the exacting taste of the most critical body of consumers in the world THE GREAT CANADIAN PUBLIC, in whose estimation QUALITY IS PARAMOUNT.

Again on the Market

Splendid Quality



Again on the market

Splendid Value

These products are prepared for you in what is generally conceded to be the most modern plant in the Dominion.

Distributed by
Mason & Hickey from all their offices

The Kelly Confection Company, Limited
VANCOUVER, B.C.

OUR CANNERIES ARE ON THE FISHING GROUNDS

PART OF ONE OF OUR SIX PLANTS

The Conditions under which Gosse-Millerds' Ocean Products are packed

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

Nothing could be more conductive to a better appreciation of our various canned sea foods than a visit to our canneries. Built over the water, with the restless tides ceaselessly laying the thousand cedar piles that support the buildings; fragrant with the odor of pine, spruce and cedar, for the evergreen forests stretch from the water's edge to the snow-line. The Eternal Snows of the mountains above supply the abundance of pure, ice-cold water with which the fish are thoroughly cleaned.

From the moment the fish are snatched, wriggling, from the icy brine, till they are processed in the can ready for your customer's table, they are subject to conditions and to methods that are nothing short of ideal.

PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

Gosse-Millerd Quality is Guaranteed

GOSSE-MILLERD PACKING COMPANY, LIMITED

Salmon and Herring Canners and Packers

Head Office, 597 Hastings St. West, Vancouver, B.C., Canada

100 GIRLS

will be

WANTED

to pick the fruit from the new 200-acre fruit farm we have recently acquired to take care of the ever-increasing demand for the

K-B

Brand

New Season's Jams put up in Lithographed Cans

It Is Truly Said of

King-Beach Jams

"Packed Amid the Gardens while the Bloom is on the Fruit"

In our modern factory this delicious, Nature-ripened fruit is carefully prepared with pure cane sugar to form an exquisite blend of luscious jams.

Grocers everywhere find them remarkably good sellers because of their excellent flavor. Order your requirements now and insure prompt delivery.

THE KING-BEACH MFG. CO., LTD.

Mission City, B.C.

SELLING AGENT

MASON AND HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver

EVERY MORSEL EDIBLE

"What's That"? says Toronto jobber

"You have PILCHARDS two dollars cheaper than 'ALBATROSS'? Say, young man, your people are not philanthropists. I can't take the risk."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

MACARONI

"The Meat of The Wheat"

You may not handle meat in your store; but you can sell Macaroni with a higher food value than meat, and by judiciously pushing the sale of it you can increase your turnover and reduce the cost of living to your customers.

When you do this with COLUMBIA BRAND goods you have their thanks. Its supreme goodness and acknowledged superiority guarantees satisfaction and repeat business. Send in that trial order TO-DAY.

Manufactured by the

Columbia Macaroni Co., Limited

LETHBRIDGE, ALTA.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

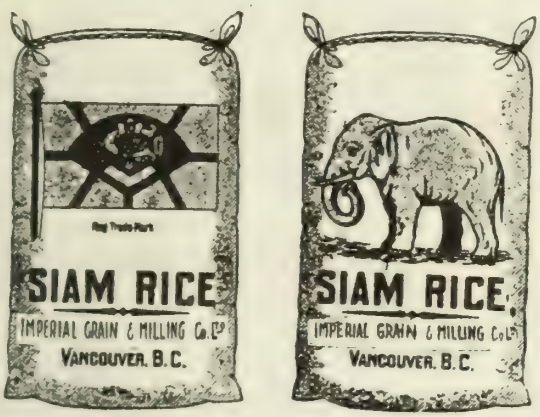
The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143 University Avenue TORONTO

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER

BACK FOR MORE!

Kiddies—and grown folks — can't get too much of the genuine

Wantmore

PEANUT BUTTER

It not only has a delicious flavor but it is more nourishing than milk or eggs.

Your dealer has it and also "Wantmore" Salted Peanuts,

R. L. Fowler Company Limited

Calgary Saskatoon Regina

Over Two Million

readers of Canada's daily papers and farm magazines are being constantly reminded that "Wantmore" Peanut Butter is **"The Best Spread for Bread."**

Cash in on this big campaign, use one of our cuts in your local advertisements. We'll gladly send you electros.

R. L. Fowler & Co., Ltd.

Makers

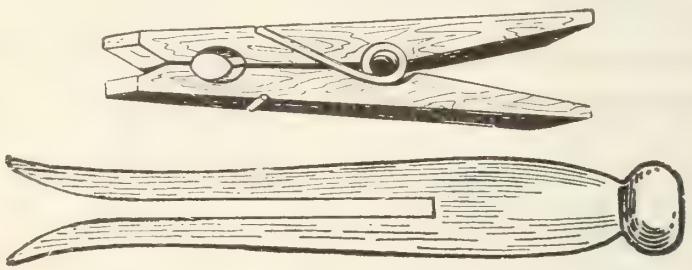
Calgary Regina Saskatoon

Sweeping in the Profits with Megantic Brooms

The "Megantic" lines, of high grade brooms, are constructed from the finest materials in a manner that assures the longest wear and the greatest all round satisfaction.

They are made in numerous styles and shapes with smooth, polished handles of light, yet tough wood, and the 100% satisfaction that goes with them will prove a valuable asset in creating confidence in the other lines you handle. Megantic clothes pins, cheese boxes, etc., are made up to the same high standard of quality.

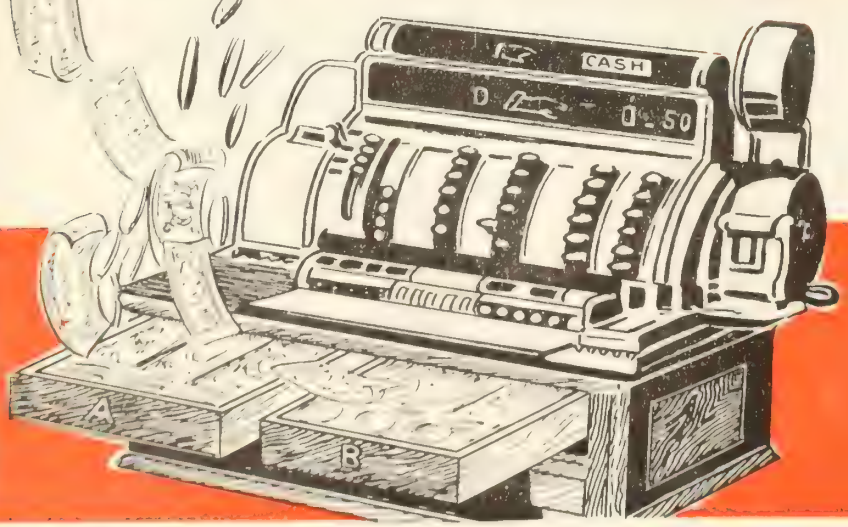
Try a sample order.



Megantic Broom Mfg. Co., Limited

Manufacturers of Brooms, Clothes Pins and Cheese Boxes

LAKE MEGANTIC, QUE., CAN.



Anchor Caps

....the World's finest sealing medium

ANCHOR CAPS are the tightest and most secure seal on the market to-day. They will absolutely eliminate leakage and deterioration, and will keep the product hermetically sealed for years guaranteeing full flavor and freshness when opened.

They are easily removed, unaffected by fruit acids, vinegars, etc., odorless and absolutely free from injurious effect on the product. Anchor Caps are handsomely designed (three styles shown above) and finished in gold lacquer, and their neat, trim appearance greatly improves the container and enhances its selling value.

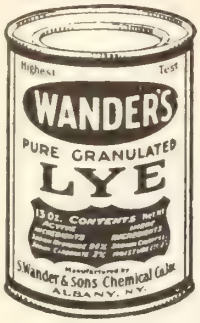
Why not write us for further information on Anchor Caps—the incomparable seals?

The above cut is a reproduction of the new Toronto "home" of Anchor Caps on Wallace Ave.

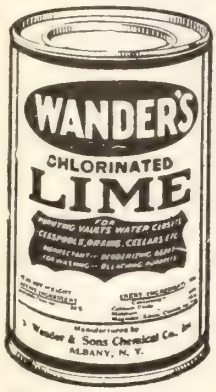
Anchor Cap & Closure Corporation

OF CANADA, LIMITED

HANDY SNAP TOP



HANDY SNAP TOP



Wander's Chlorinated Lime has a special can on a safe-containing plan

SANITARY WANDER'S PRODUCTS

WANDER'S CHLORINATED LIME
WANDER'S HIGHEST TEST LYE Sells fastest
Their daily use keeps the Home Sanitary
Most profitable brand to handle

Wander's Products Sell Themselves—
Don't stay long on Dealers' Shelves

S. WANDER & SONS' CHEMICAL CO., INC.

EXPORTERS

Main Office and Factory: Albany, N. Y.
New York City Office: 501 Fifth Avenue

Pride of Canada
Pure Maple Syrup

1920 Crop is now ready for Shipment

Guaranteed Absolutely Pure

Order from your Wholesaler

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

Maple Tree Producers Association, Limited

Offices : 58 Wellington St. W., Montreal, Canada

Still the Housewife's Favourite 1883-1920

Wethey's condensed mincemeat has an established reputation.

Housewives have learned they can depend on the quality.

They know it is always exceptionally good and appetizing.

Order from your wholesaler.

ROYAL ACADIA SUGAR

"EVERY GRAIN

Royal Aca

Royal Acadia is 100% pure and 100% sweet and its guaranteed quality never changes year in and year out.

You can fill your customers' sugar wants with Royal Acadia and know that it's all round goodness will win the perfect satisfaction that spells continued repeat orders.

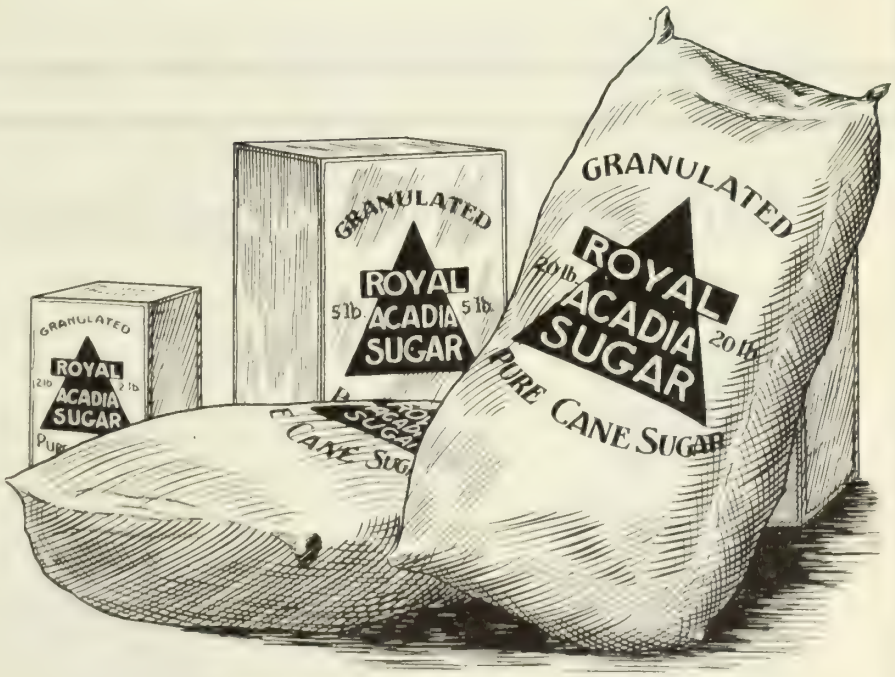
URE CANE"

lia Sugar

From the time the raw cane reaches our large plant on opposite page until the finished product is packaged under our celebrated brand—every method is employed to make Royal Acadia the purest and best sugar on the market.

"Every Grain Pure Cane" is the best description of Royal Acadia that we can give you whether it is Royal Acadia your customers ask for or not, you can always recommend Royal Acadia and back it with your reputation.

When replenishing your sugar stock, remember that Royal Acadia stands for the highest quality sugar in the world.



Put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
Halifax, Nova Scotia

This Silent Salesman Makes

QUICK TURNOVERS

Packed in this attractive container, placed in a prominent position on your counter, a gross of

Sunset Soap Dyes

moves quickly into your customers' hands with minimum sales effort on your part.

22 beautiful, brilliant colors—**real** navy blue, **real** black, **real** dark brown and purple, and the other popular colors.

SUNSET SOAP DYES
DYE ALL FABRICS
COTTON-WOOL-SILK-LINEN IN ONE DYE BATH
"The Most Wonderful Dyes in the World"
MAKE OLD FABRICS LOOK LIKE NEW
NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Canada
BLACK
SUNSET SOAP DYES

Sunset Soap Dyes are attractively and consistently advertised to consumers through the leading women's magazines and other publications of national influence. The display container on your counter ties up your store with our advertising and the goods move rapidly.

Sunset is the **complete** line absolutely fast dyes all fabrics—made in all colors—cleans articles while dyeing them, does not stain hands or utensils. Why tie up your money in half a dozen different kinds of dye when you can please every customer with Sunset? There is good profit for you, and the repeat sales are wonderful.

Ask your jobber for prices and discounts, or write to

Sales Representatives for U.S. and Canada.

HAROLD F. RITCHIE & CO., Inc.

Toronto, Canada **171 Madison Ave., New York**

Manufactured by NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Can.; Mount Vernon, N.Y.

A Million Advertisements Every Day!

FAM-LY-ADE advertising will be read by over one million people every day! It will be read by people who are hot and thirsty—your prospective customers.

Grocers will make big profits this year on FAM-LY-ADE. You can get your share of these profits by stocking FAM-LY-ADE **NOW**—before the advertising campaign begins. FAM-LY-ADE advertising will appear every day in the newspapers listed below:

Montreal Star
Montreal La Presse
Montreal Gazette
Toronto Globe
Toronto Star
Toronto Telegram
Ottawa Citizen
Ottawa Journal
Kingston Standard
Galt Reporter
Belleville Intelligencer
Guelph Mercury
Peterborough Examiner
Hamilton Spectator
Hamilton Herald
London Free Press
London Advertiser
Windsor Border Cities' Star
Brantford Expositor
Kitchener News-Record
St. Catharines Standard
Chatham News
Owen Sound Sun Times
Quebec Le Soleil
St. John News
Sherbrooke Record
Sherbrooke La Tribune
St. John Tel. Times-Star
Halifax Herald and Mail
Charlottetown Guardian
Winnipeg Free Press
Winnipeg Telegram
Port Arthur News-Chronicle
Fort William Times-Journal

Five True Fruit Flavors

LIME LEMON ORANGE CHERRY RASPBERRY

Made in Canada by
Power-Keachie
Limited
Duncan and Pearl Sts.
TORONTO

FAM LY ADE

Representative for Quebec and Maritime Provinces
Frank L. Benedict & Co.
Montreal, Que.
Price $3.00 doz.
10 per cent. discount on gross orders

?

Sales-Service Specialists

Have You a Sales Problem?

We've solved other ticklish ones.
There's a solution for yours, try us.

S. H. MOORE & COMPANY

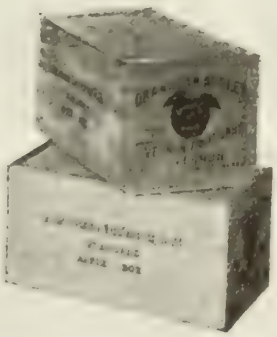
Grocery Brokers and Manufacturers' Agents

EXCELSIOR LIFE BLDG., TORONTO

Squirrell

Peanut Lutter

Salted Peanuts



You'll Find out Who's Boss around here if I don't get some more UPTON'S MARMALADE ~

UPTON'S PURE JAMS and MARMALADES

are meeting with unqualified approval of discriminating consumers all over Canada. There are no better Jams and Marmalades made than UPTON'S. They have been making them for over twenty-five years. Just pure fruit and granulated sugar, preserved under ideal conditions.

UPTON'S ADVERTISING

is making new customers every week. It is covering Canada and telling the goodness of UPTON'S products. Link up your store with the National advertising.

Stock them liberally and display them prominently. Your customers will do the rest.

Have you a supply of store cards and recipe books. If not ask us to send you some.

THE T. UPTON CO.

HAMILTON, CANADA

Selling Agents:

S. H. Moore & Company,
Toronto, Ont.
Rose & Laflamme, Ltd.,
Montreal, Que.
Scott-Bathgate Co., Ltd.,
Winnipeg, Man.
Goetz & Company,
Halifax, N.S.
Schofield & Beer,
St. John, N.B.
P. H. Cowan & Co.,
St. John's, Nfld.

Packed in Glass Jars and Gold Lined Tins

Reading About

LANKA

Every Day

Lanka Tea is imported and packed by

WM. BRAID & COMPANY, Vancouver, Canada

ONTARIO AGENTS: S. H. MOORE & COMPANY, 704 Excelsior Life Bldg., Toronto

WORTHY CONTAINERS

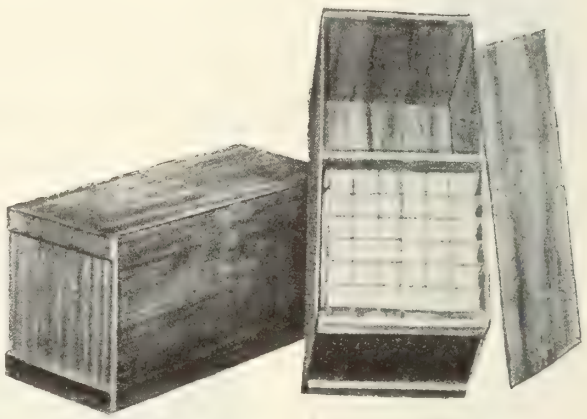
Ours, made from the abundant forests of British Columbia, are

Superior in Quality — Lower in Price

Here Are Three Leaders:

Our Standard Cottonwood Egg Case

Made throughout from the famous Fraser Valley cottonwood, which, after being cut and thoroughly air dried, becomes one of the lightest and strongest woods, admirably adapted for this purpose. Unequalled for cold storage use. We sincerely believe this egg case cannot be surpassed. We can supply carload lots at short notice.



Our Apple Box

You know the reputation B.C. apples have achieved in recent years. A good deal of this has come as a result of the ideal packing it has been possible to do in our boxes. We are convinced there is no apple box on the Canadian market to compare with this one.

Our Deep Pint Berry Crate

Here is an ideal crate for strawberries. It can be shipped knock-down, with collapsible baskets and builds up as shown in the engraving. Rotary cut sides, tops, bottoms and decks in all our berry crates obviate all possibility of sawdust getting into the fruit.

We'll be glad to send you our Illustrated Catalogue.

British Columbia Manufacturing Co.,
LIMITED

New Westminster, B. C.

Ontario Agents: S. H. MOORE & CO. Excelsior Life Bldg., Toronto

English Fruit Juices

for Canada

Very pure, fresh and good Fruit Juices of great strength

LEMON	RASPBERRY
ORANGE	BLACK CURRANT
LIME	PINEAPPLE

in jars, casks and bottles, all made in England, specially for Canadian requirements, are now ready for distribution.

Fruit Cup

"O-T"

A specially prepared beverage for Soda Fountains, Cafes, and Restaurants. This beverage is best served with a little fresh fruit in each glass with soda water. The colour is as attractive as the flavour — reddy-golden-brown.

The most famous non-alcoholic drink in the British Empire—spicy, fruity and pungent flavour, makes a fine aperitif and a good digestive. Diluted freely with soda, hot or cold.

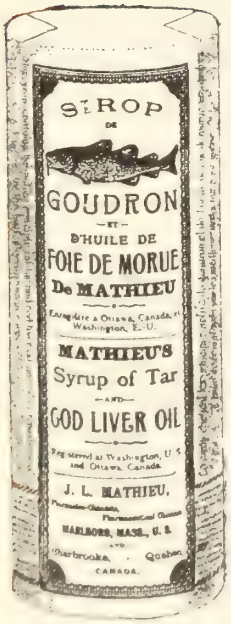
DISTRIBUTORS FOR CANADA:

Messrs. McConnan Smith Inc., 343 Water Street, Vancouver, B.C.
Messrs. Stroyan Dunwoody Co., 502 Confederation Life Bldg., Winnipeg
Messrs. Watt & Scott, Limited, P.O. Box 3204, Montreal

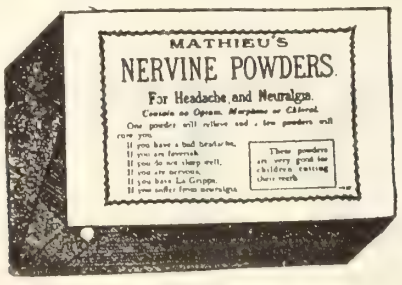
Mathieu's

Syrup of Tar and Cod Liver Oil
Mathieu's Nervine Powders

These two Mathieu Remedies have won a Canadian-wide reputation as efficient remedies for colds, la grippe, rheumatism, fever, neuralgia, etc.



Mathieu's Syrup of Tar and Cod Liver Oil -- a splendid body builder.



You will find them excellent sellers and their profit margin makes handling them a "worth-while" proposition.

You can back Mathieu remedies with your reputation and feel absolutely assured that they will live up to your highest recommendation.

J. L. MATHIEU COMPANY

SHERBROOKE *PROPRIETORS* QUEBEC

Two White Swan rapid sellers

—"time-tested" profit earners—

"It has the Nip"

White Swan Mustard

The leader of its class and the best flavored and strongest mustard on the market to-day. **White Swan Mustard is not only superior to other mustards, but it costs less and yields a greater profit margin.**

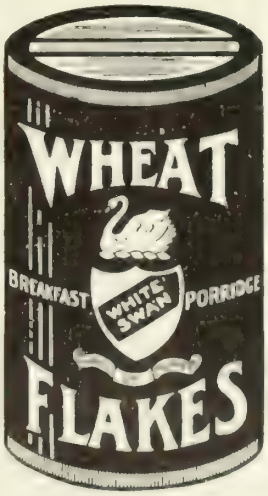
Made from genuine English seed in our own Canadian factory. White Swan Mustard is put up in very attractive packages—Always sells well and every sale means a handsome profit. Stock up with White Swan — order to-day.

¼ pounds	$2.25
½ pounds	4.00

White Swan Wheat Flakes

Perfect, thin, appetizing flakes made from the very highest grade wheat and made in a way that brings out all the delicious flavor and all the body-building nutriment of the wheat.

Make room in your displays for "White Swan Wheat Flakes." Draw your customers' attention to this line and watch it repeat.



The White Swan Family

Every product that makes up the White Swan Family is pure, wholesome and economical. High-grade ingredients, careful selection and skilful blending have built up the White Swan reputation. You will find particular satisfaction in handling these products. They sell well and pay well. You will derive 25% clear on your turnover of all these goods and you are authorized to refund any customer's money who is not entirely satisfied. We reimburse you.

At All Wholesale Grocers

White Swan Spices and Cereals, Limited

Toronto, Canada

Popularizing Garton's Custard

Garton's
CUSTARD
The New Custard from England
Pure—Wholesome—Nutritious
Enjoyed alike by old and young; its rich creamy flavour makes fruit puddings, etc., so tasty.
From all Stores, in Tins and Packets
GARTON'S
CUSTARD

Here are reproductions of two of the **Garton Custard advertisements** now running in leading Canadian Newspapers.

The Garton Campaign is now in full swing and is daily telling thousands of Canadians about **Garton Purity, Garton Quality** and **Garton Economy** in every Canadian city, town and hamlet.

This extensive campaign will popularize **Garton Custard** with Canadian families and will help you increase your profits and sales on Garton's "Quality" Custard.

Line up with this "Goodwill" publicity by featuring your stock of Garton's Gustard in window displays and on your counter.

Distributors for Canada

W. G. PATRICK & CO., Limited

HALIFAX MONTREAL TORONTO WINNIPEG

"Quality" lines that are all quick, profitable sellers

Every product that the firm of W. G. Patrick & Co., Ltd., offer Canadian Gocers, has won public confidence through strict adherence to a high standard of quality. Look over these rapid sellers and fill your requirements for summer selling.

H.P. Sauce
Garton's Custard Powder
Bisto—The Gravy Maker
Kelto—Gravy Salt
Cerebos—Table Salt
Cerebos Health Salines

Curtis Marshmallow Creme
Patrico Brand Belgian Peas
Patrico Brand Corn
Crossed Fish Sardines
Imported French Mushrooms
Imported French Capers
Imported French Marrons

Imported lines are gradually coming back.

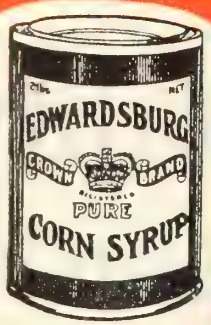
We invite your enquiries for quotations for Fall delivery.

W. G. PATRICK & COMPANY, LIMITED

— Importers —

TORONTO, ONT. WINNIPEG, MAN.

HALIFAX MONTREAL



ans

Cans for Every Purpose

Meats, Vegetables, Milk, Syrup, Fish
Standard Packer Cans, Solder-Hemmed Tops, Paint, Etc.

Open Top Sanitary Cans

Tell us of your needs. If there is a problem involving cans let us solve it for you. We guarantee service and quality.

A. R. Whittall Can Co.
Montreal, Canada

Here is our record!—You are the judge

Twenty-eight years ago we commenced business. In this space of time "SALADA" has grown from the first year's output of a few thousand packets to thirty million packets in 1919. During this period some hundreds of Packet Teas have appeared and disappeared from the scene. Practically all cried "Eureka! we have the tea that will put 'Salada' out of business," but they flourished for a day and were gone. Nearly all have dropped out of the contest now and they left behind them a trail of packets on the grocers' shelves which eventually had to be sacrificed at a considerable loss to the said grocer.

Surely we have established the claim to be recognized as a permanent institution and that "SALADA" affords the public a quality that cannot be substituted. Many wise traders, of course, have realized the profitable course is to abandon all other teas for "SALADA" and reap the returns from the constantly increasing demand.

Just to clinch our argument we would say that EVERY WEEK of this year has shown a tremendous increase over the corresponding week of last year and our total increase for the 16 weeks of 1920 to date is 736,333 pounds.

SALADA TEA COMPANY OF CANADA, LIMITED

Huaon Hébert & Co.

Limited

Wholesale Grocers

and

Wine Merchants

18 De Bresoles Street

Montreal

Canada

The Tea That Meets The Economical Needs of the Hour

YEARS ago, if we could have foreseen that tea would be as high as it is to-day, we could not have made up blends which would have better fitted in with present conditions.

WHEN we put Red Rose Tea on the market 25 years ago, we emphasized its economy. Year after year, we have told the public about the economy of using a tea that consisted chiefly of ASSAM teas—the richest and strongest in the world.

WITH tea prices at their present level, the economical features of Red Rose Tea are appreciated more than ever—and the emphasis we have put on these features in our advertising during past years has an accumulative effect to-day that is shown in the exceedingly strong, nation-wide demand for Red Rose Tea at the present time.

WHEN people think of an economical tea they instinctively think of Red Rose Tea.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

SERVICE—

Everything desirable in the distribution of groceries is summed up in the word —SERVICE.

Whether it be buying power and low prices because of turnover, despatch and minimum transportation charges owing to location, liberal treatment and ability to supply the largest account by reason of financial strength, SERVICE comprehends the whole.

Our four warehouses are rendering SERVICE of the highest degree to the Grocers of Northern Ontario.

Are you using the advantages we offer?

Phone Free to Buyers

NATIONAL GROCERS LIMITED

NORTH BAY SUDBURY SAULT STE. MARIE COCHRANE

CANADIAN GROCER

VOL. XXXIV TORONTO, MAY 7, 1920 No. 19

"Self Serve" Doubled My Business

"Plan Takes Well With the Public From the Very Start," Says George V. Kneen, of Montreal — Majority of Old Customers, However, "Stick" to Regular Department

Business in "Self-Serve" Section is All Extra and Trade Has Not Declined, Where Those Who Like the Old System Still Find Service

MONTREAL.—Since the first of January I have conducted a Self-Serve grocery department. It has been a success. My business in groceries has just doubled since then, and this new business has been found business. For my old customers continue to come to the regular grocery department, and I estimate that ninety per cent. of them still trade there, the remaining ten per cent. coming to the Self-Serve department, where, of course, they must pay cash.

The plan has taken well with my trade from the very start. All goods carried in the regular grocery department are stocked in the Self-Serve, and are marked in plain figures, each class of goods having its own price ticket. This gives the customer, at once, the information that she wants, and if the article appeals to her she will take it; no questions are asked.

Must Use Basket

The department occupies a space that we formerly used as storage room. This was not giving us any definite return on the investment, and so I turned the space—at least a part of it, 18 by 24 feet—into what I have called a Self-Serve grocery. It will now more than pay its way, and I am well pleased with the results already.

In entering the store, a customer is directed to the Self-Serve section by signs which are placed above the entrance to this part of the store, and she must, on entering, take a basket in which to put her purchases. No matter if it is but one article, the basket is to be used. We also have a little paper hand bag which we sell at ten cents extra to those who want it. When the articles wanted are gathered, they are taken to the lady cashier at a small wrapping up counter, the basket is emptied of its contents, one by one, and the price is registered on our counter adding machine. In doing

this we treat each article separately. For instance, six bars of soap at 10 cents each might be bought. Instead of making one operation of the machine to register 60c, we register 10c six times. Thus, the number of entries recorded must correspond with the number of articles bought.

Sales to New Customers

Since starting his plan we have seen many new faces. One customer, a teacher from one of the Westmount Schools, comes in several times a week, and usually brings someone else. (Westmount is several miles distant). Just at this time, there are five customers in the department and all are new faces to me.

Then it brings the children. They come with their sleighs, and we try to treat them just as carefully as we treat their parents. They will some day be grown up, and we believe it good policy, anyway, to treat them well. Parents can send them and expect that they will be well looked after.

Then we try to interest the men of the industrial plants near. They tell their friends if they are satisfied and then they too come along and buy from us. One of the remarkable things about the Self-Serve plan has proved to be the new faces that it has brought to the store. The busiest time of the day is from 2 to 5 p. m.

In addition to bringing in a lot of cash

(Continued on page 115)

A view of the Grocerteria Department in the George V. Kneen store

Displays Mean More Business, Attractive Windows Catch Eye

Horace E. Yeomans, a Graduate Chemist, Mount Forest, Ont., Sells Both Groceries and Drug Lines—Lays Great Stress on Importance of Properly Showing Goods—Believes It is the Only Way to Increase Sales

"WE find we can run a grocery and drug store very well together," stated Horace E. Yeomans, of Mount Forest, Ont., to CANADIAN GROCER. "There are a great many things that are common to both, such as spices, teas and coffees, candies, and numerous specialties that fit in very well in the stock of either a grocery or a drug store."

Yeomans' store has been established in Mount Forest. It was founded by L. H. Yeomans, the father of the present proprietor and the two departments have always constituted the business. Novelties are a feature in the drug section, and prior to Christmas, an active trade is done in toys and holiday gifts. The store itself is a spacious one, and as the accompanying pictures show, the arrangement is very attractive. One side is utilized for the groceries and the other for drugs and drug sundries, with the office in the centre. Tables, too, are used for the display of china, and silent salesmen are conspicuously placed. The store front itself is one of the finest in Western Ontario, and Mr. Yeomans makes great use of displays. His windows are always decorated with timely and seasonable suggestions, and they are changed from week to week.

Displays Mean Business

"Our trade in groceries is naturally heavier than in the drugs and kindred lines, but there is no doubt about it," stated Mr. Yeomans, "that one helps the other. For instance, when one comes into the store purposely to buy groceries, and they are attracted by a nice display in the drug side, they invariably make a purchase. The same is true of the person who comes in solely for something in drugs, and whose eye is drawn to the grocery section. Thus is the value of display convincingly illustrated. 'Always display' is the Yeomans motto, and it has brought more business to the store than almost any other method."

Window displays, counter displays, and displays on special tables for the purpose, are all a part of the merchandising ideas of Mr. Yeomans. He uses space in the town weekly paper regularly and this fact coupled with a tasteful arrangement of goods, put where they are going to catch the eye of the customer, get business where other methods fail. A couple of weeks ago, Mr. Yeomans put in a window of requisites for housecleaning, the season being opportune for pushing sales in these lines. He made a feature of a certain kind of cleansing powder and also furniture polish, putting brooms and mops in the window, too, in order to make complete, all that is needful for spring work of the busy housewife.

Introduces New Article

On the counter in the grocery department, a new preparation for cleaning wall paper was shown. As each customer was served, she was reminded of this new wall paper cleaner that has just come on the market. It was Mr. Yeomans' first trial at selling the article, and he was more than pleased with the initial results. "It sold very well, indeed," he remarked to the GROCER, "and I think it is going to take with the public. I will continue to suggest and recommend it to my customers, as I believe it is a good thing." Other housecleaning lines sold well, too, during the week that this campaign of selling was diverted to these articles. While cleansing powder is now practically a staple line, and sells well all the time, sales were increased by this special effort. The same is true of furniture polish, and mops and brooms.

Sells Twenty Hams in a Week

Getting behind various articles with a view to increasing sales is good business, and the staff of Yeomans' store are properly devised in this regard. There is always selling effort introduced, apart from taking the regular every day orders of the customers. At Easter, that is, during the week preceding the festival, a window of cured meats was arranged, and Mr. Yeomans and his clerks talked hams and bacon to the clientele. The chief point of concentration was in selling whole hams. Mr. Yeomans buys his hams and bacon from the one man all the time. He believes the quality is of the finest, and his trade is well satisfied with the same. During the week of the special sale he sold twenty hams, a very fair record, it is admitted, for a grocery store. "Selling the hams whole," Mr. Yeomans added, "no time is lost in slicing, and the profit is clear of any loss. We did not sell

Store interior of Horace E. Yeomans' store at Mount Forest, Ont., where groceries and drugs are both sold.

One of the many attractive window displays that are a feature of this store.

them at a cut price either, but realized the regular price for them all."

Service is Paramount

Service to his customers is paramount in the Yeoman's store, and ideas for their convenience and comfort are not lost sight of. In this regard, there is a very fine rest room for ladies. It is fitted up, with the one thought of being comfortable, and Mr. Yeomans stated that it was very much appreciated, particularly by the women from the country, who found it very convenient as a place to wait and rest.

Another novel idea is the promotion of business in the Yeomans' store, and which Mr. Yeomans claims does a great deal to boost sales in the autumn months, is the celebration of the anniversary of the founding of the business by his father. The interior as well as the windows are gayly decorated, and an orchestra is secured for the occasion. The store is kept open for a couple of evenings. Refreshments are served, and the store is thronged. This has proved a great stimulus to the trade. Mr. Yeomans remarked. "The people like it, and look forward to it, and it certainly builds a reputation for our place.

Mr. Yeomans is a dispensing chemist, a graduate of the Ontario College of Pharmacy, and is therefore well qualified to look after all prescription work The two departments work hand in hand, and Mr. Yeomans is of the opinion that they can be a help to each other rather than a detriment.

HOW MY "SELF-SERVE" DOUBLED MY BUSINESS

(Continued from page 113)

every day, this new idea has helped my other business. The trade in our regular grocery department has been normal; business done in this Self-Serve section is extra. Then, too, it has helped our phonograph department, and we sell many records.

A considerable open space has been purposely left at the front of the Self-Serve section. We find that people like this. When they come in, they can see the department before reaching it, and there is no urging to buy. The signs we have lettered point the way, and the baskets are right there at the entrance. With no further explanation necessary they can proceed to pick out what they want.

While we are doing some advertising in one of the Montreal evening papers, we expect the best advertising will be that of the savings that our customers are able to report to others among their acquaintance, and after all this is excellent advertising. We usually have one of the phonographs playing when the store is filled with customers. This helps them to feel more at ease, and they talk more freely. It helps make a better atmosphere for those who are buying.

Last year was the best, in point of scales, that we have had for phonographs, and also for records. We sold about fifty phonographs last year, and most of these are of the cabinet design, a popular seller being the $185 cabinet.

In the short time I have been operating the Self-Serve department, results have been very satisfactory. I had offered to sub-let this part of the store for $75 per month; now, with this new department going so well, I would not take $150 a month for it.

As an inducement to those buying $5 worth or more, we have recently been delivering. We can do this owing to having a delivery arrangement for the regular department, and it has been possible to make use of this in this manner without any interference, and with practically no overhead expense.

Paying Clerks on Commission Basis

"ABOUT a year ago I started to pay my clerks on a salary and commission basis," remarked a merchant in a small town in Saskatchewan recently to CANADIAN GROCER. At his own request his name is withheld, but the method appealed to the GROCER representative, and is reproduced here in the hope that it may be a suggestion for some other retail man.

"Last year I paid the manager of my branch store $100 a month as a base and one per cent. commission on the cash intake for entire store. That is he gets a commission on the actual money taken in, which is an incentive for him to do cash business. In July and August when our charge business is the heaviest, and money is scarce, I do not have to pay out so much commissions, as the clerks do not get them until the money actually is paid in the fall.

"Another good point about this, is that a clerk is not liable to leave you coming on the busy times in the fall. He would lose a good share of his commission by so doing. Then in January and February, when business is quiet, you do not have to pay out so much salary, and if the clerks do get dissatisfied and quit, it is not so serious.

"I have four clerks and pay them all on this basis, only of course my base in most cases is less than $100. This year I pay the branch manager the same salary and commission as last year, and in addition pay him a bonus of 2 per cent. on the increase of cash taken in this year over last. Last month he doubled the business over a year ago without any more help in the store. It means that he gets big wages but I can afford to pay it if he gets results.

"Some merchants prefer to pay their clerks commission on their individual cash sales, instead as I do on sales for entire store. This may work all right in a larger place, but in a country town where very few clerks are employed it does not work out well. For instance many of the customers bring produce to the store to trade for goods who take more time to wait on than a cash customer. For this the clerk would not receive any credit.

"Then a clerk might have to spend half a day in the warehouse unpacking goods and cleaning up, when at the same time another would be in the store waiting on the customers and not working nearly as hard but receiving commission and the other fellow none. This method tends to lessen the service all around the store only to cash customers, while the other method keeps their interest in the whole store at heart."

Interior of J. McTaggart's store, Vancouver, B.C. Mr. McTaggart recently moved from the main street to another district.

Transient Trade is Lost But Family Trade is Gained by This Mode

J. McTaggart, Vancouver, B.C., Solves Problem of High Rents in Business Section and Opens New Store in Another Part of the City—Character of the Trade is Entirely Changed

VANCOUVER.—There are several Vancouver retail grocers whose rents are fast approaching a prohibitive figure. The north end of Granville Street and the west end of Hastings Street, where the traffic is the heaviest, are getting altogether too high-priced for a retail grocery store. Notwithstanding the fact that it is the presence of these stores that makes the property so valuable, the rents are being boosted beyond the point where a retailer can pay them and still make a profit.

Seeing the trend of affairs, it is with no small interest that the trade is watching the recent move of the McTaggart Grocery. Thirty years ago J. McTaggart opened a small grocery store on Granville Street at what was then the extreme south end of Granville Street, beyond his store a tangle of standing timber, ferns and creepers. Mr. McTaggart worked in the C.P.R. shops, and his good wife ran the store. To-day Granville Street extends six miles south to the Fraser River, and McTaggart's Grocery, now grown to a premier position among the retail stores of the West, has moved off Granville, one block west to the corner of Robson and Howe Streets.

Studies Grocery Problem

The other day the class on economics at the B.C. University studied the effect of McTaggart's move off Granville, and the many phases of the subject are worth some attention from other grocers who may have to face the same problem. On the busy main streets it was impossible for an automobile to stop in front of the McTaggart store—traffic laws would not permit it. Now the motoring customer can park his car within a hundred feet of the store entrance. Against this, of course, is the loss of business that is always offering at a car transfer point. The many small sales that the transient makes while transferring always contributes toward the higher rents asked for these locations.

"We undoubtedly lose some transient trade by moving off the main street, but after two months' operations I can say that the increased family trade has more than offset the loss of transient trade," remarked Mr. McTaggart to CANADIAN GROCER, in discussing the move. 'Many neighborhood customers can now run across to make a few purchases without being fully dressed for the street, which they would not have felt able to do while our store was on the busy corner."

Won't Send Kiddies

"Another feature," continued Mr. MacTaggart, "is that we are now getting a much larger trade from those who send their children to bring home their parcels. There are a lot of good customers who like to telephone their requirements and then send one of the children with the money to bring home the purchases. They will not send the children across the very busy streets. We are getting a greater volume of that business now."

He finds the character of his business has changed from a transient to a family trade.

Service and Economy Are Both Factors

H. S. Higgins, Manager of A. F. Higgins Co., Ltd., Winnipeg, Man., Believes Most Effective Policies of Selling Summer Lines Are Window and Counter Displays—"Suggest Something to the Passer-by," He Says

COMBINATION of service and economy has been effected by H. S. Higgins manager of the A. F. Higgins Co., Ltd., Winnipeg, grocers. The Higgins Company operates one of the most largely patronized retail grocery stores in the city, and in an interview with a representative of CANADIAN GROCER Mr. Higgins cited some of the methods adopted to assist in the development of the business.

The original object of the interview was to obtain from Mr. Higgins some pointers on how he boosts the summer lines, particularly campers' requirements, in the way of canned foods, beverages, cooked and preserved meats, pickles, paper plates and serviettes, etc. He had some very decided opinions with regard to policies he had found most effective in selling these species of merchandise. During the conversation he mentioned other matters which, though not bearing upuon the subject in hand, are just as interesting to grocers.

Displays the Best Method

Apropos of summer lines, Mr. Higgins declared that during his long experience he had found good counter and window displays the most effective selling methods. A window layout suggesting to the casual passerby—who may be a potential purchaser—the delights of camping, and at the same time suggests the idea that he requires for instance a tin of canned meat or fish, a jar of pickles, a box of biscuits, a can of prepared soup, all of which can be purchased within—is an ideal selling medium.

A line of suggestion should be followed, Mr. Higgins believes. The basic idea of the window display may be to represent a small camp, with a diminutive tent, campfire, etc. If such is the case, no other goods but those required under such circumstances should be shown in the same window, and these should be grouped in the most attractive way that comes to the mind of the window dresser. The goods ought not to be crowded too closely to the main display, as that will detract from it, but should be placed in a way that will be certain to attract the eye of the onlooker.

Coming to the interior of the store for this special occasion, Mr. Higgins advocated special counter displays showing the seasonable goods exclusively. His own policy, he said, had been to group these summer lines on the counters nearest the store entrances to make certain of their being brought to the notice of his customers. On these occasions, he leaves a space only a few feet wide in which the clerk can serve the customer.

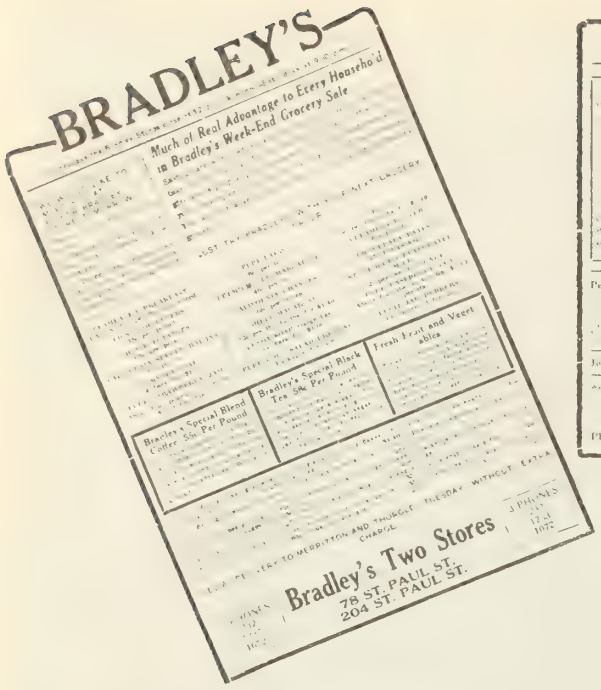
Clerks Definitely Instructed

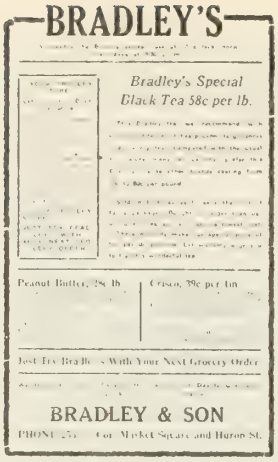
Occasionally the staff of clerks is given definite instructions on how to boost a single article or line of goods, or perhaps related lines of goods. A list of these special goods is prepared for each salesman and whenever possible he puts the questions:

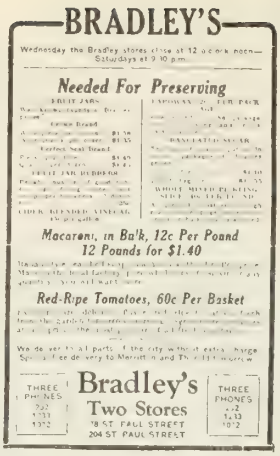
"Madam, would you like to try so and so?"

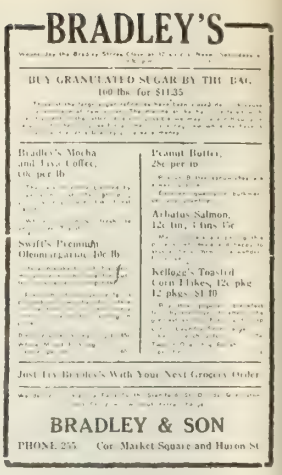
"We've got an idea which, if put into practice, results in the customer doing all the walking, while our salesman exert themselves to a minimum," Mr. Higgins said. "The consequence is that our staff appears always to be fresh, courteous and in good humor."

Continued on Page 122


BRADLEY'S
Much of Real Advantage to Every Household in Bradley's Week-End Grocery Sale
Bradley's Special Blend Coffee 58c Per Pound
Bradley's Special Black Tea 58c Per Pound
Fresh Fruit and Veget ables
Bradley's Two Stores
78 ST. PAUL ST.
204 ST. PAUL ST.


BRADLEY'S
Bradley's Special Black Tea 58c per lb.
Peanut Butter, 38c lb.
Crisco, 39c per tin
Just Try Bradley's With Your Next Grocery Order
BRADLEY & SON
PHONE 255 Cor. Market Square and Huron St.




BRADLEY'S
BUY GRANULATED SUGAR BY THE BAG.
100 lbs. for $11.35
Bradley's Mocha and Java Coffee, 40c per lb
Peanut Butter, 28c per lb
Arbutus Salmon, 12c tin, 3 tins 35c
Swift's Premium Oleomargarine, 39c lb
Kellogg's Toasted Corn Flakes, 12c pkg 12 pkgs. $1.10
Just Try Bradley's With Your Next Grocery Order
BRADLEY & SON
PHONE 255 Cor. Market Square and Huron St

Relies on Advertising to Move Their Goods

Quantity Buying is No Hardship to the Bradley Firm at St. Catharines, Ont., Because of the Splendid Results From Their Advertising

"WE have never missed a day advertising since we entered business," George R. Bradley of R. P. Bradley & Sons, St. Paul Street, St. Catharines, Ont., told CANADIAN GROCER, in the course of recent interview. "We rely on our advertising to move our goods and because of this fact we consider quantity buying no hardship. We can confidently state, that in a large measure, the success of our business is due to the splendid results we have obtained from our advertising."

Not a Heavy Cost

The Bradley stores, both at St. Catharines and at Niagara Falls, utilize large space in the daily papers. Their advertising schemes are figured in the cost of doing business, just as much as any other item, and on the whole, the allowance throughout the year, for advertising is not a serious consideration in the light of the returns that accrue from it. "Our advertising expenses only figure about one and a quarter per cent. of the cost of doing business," Mr. Bradley remarked. "That is a small amount when one considers the large number of people we are able to reach through the medium of our advertisements. The circulation of one of the papers in which we use space is 9,000 copies daily. This paper covers pretty thoroughly the Niagara district. When we first commenced using it, the circulation was only 1,500. It has grown with the expansion of the district, and the increasing circulation continues to be a factor in the growth and development of our trade. We advertise nothing that we cannot actually guarantee in our store. We have gained the confidence of the public in this way, and our customers know that our prices will be as our advertisements state. We make a practice of refunding the money if our customers are not satisfied with the goods purchased.

Do Not Fear Mail Order Houses

"We always quote prices in our advertisements. Where values are not announced, we believe the advertisement is of little good, in boosting business. Merely stating generalities is not productive advertising. In the grocery trade it is necessary to tell the people not only what you have to sell, but the figure at which you will dispose of it. We do not fear the competition of big mail order houses, and for the reason of this fact, we are able to successfully compete with them. We like to meet their competition, and sometimes we are able to undersell them."

The Bradley stores feature a good many special sales in their advertisement campaigns taking advantage of particular seasons to boost business in articles having certain selling qualities at these times. Early in this year the firm celebrated its coming of age year, 21 years in business. This idea was kept prominently before the public during January and February and was accompanied by some very special offers.

"We advertise nothing that we cannot actually guarantee in our stores. We have gained the confidence of the people in this way, and our customers know that our prices will be as our advertisements state. We make a practice of refunding the money if our customers are not satisfied with the goods purchased."

Attractive Layouts

The lay-out of the Bradley advertisements is always attractive, and a certain amount of originality in their make-up invites perusal from the reader of the paper. "Better Service—Better Values" is the Bradley motto. A panel insert in one of the accompanying advertisements such as the following, at once arrests the eye.

JUST TRY BRADLEY'S WITH YOUR NEXT GROCERY ORDER

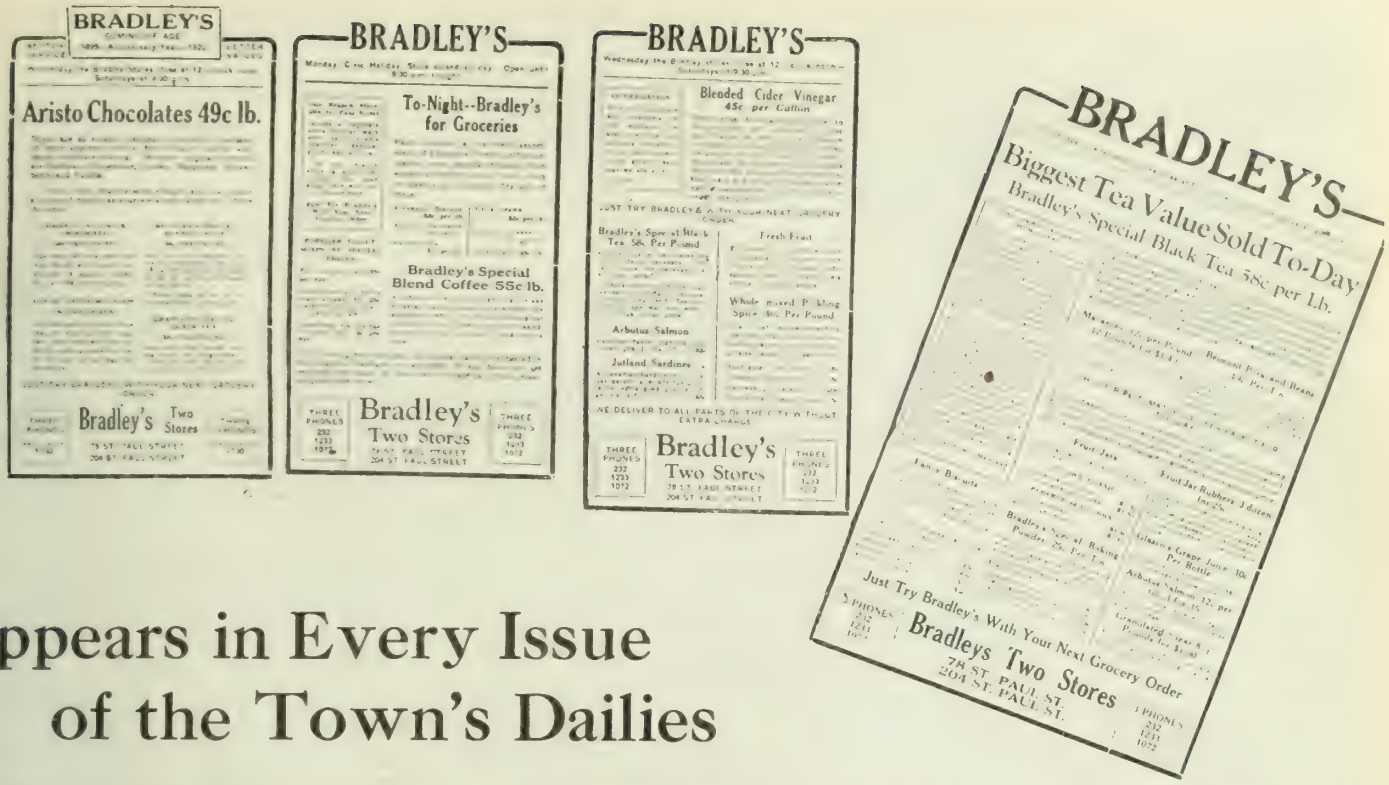
You may feel complete confidence in buying at Bradley's. If you find any purchase not measuring up to your expectation when you get it home, we cheerfully buy it back.

TRADE THE BRADLEY WAY.

"We have survived all kinds of competition," Mr. Bradley continued, "and this has been largely due to our system of doing business, our daily advertisement, keeping people informed as to our special values."

Window Displays Valuable

Bradley advertising is not confined alone to newspaper advertising, but considerable circularizing is done throughout the Niagara Peninsula. Bradley's "store news" is a well planned little circular, containing plenty of fine information for the busy housewife. It is usually sent out monthly, covering a



Appears in Every Issue of the Town's Dailies

comprehensive mailing list. Mr. Bradley does not minimize the importance of these circulars in stimulating trade. The value of attractive displays not only in the front windows, but in the store, are not lost sight of. "We use window displays frequently," Mr. Bradley stated, "and everything in the store carries a price ticket. Having everything priced facilitates service, and saves a great deal of time.

A Good Accounting System

The Bradley firm, while laying great stress on the importance of advertising in the successful carrying on of their business, do not overlook the necessity of having an accurate accounting system. "We have a system in our stores of telling us the exact cost of doing business every month," Mr. Bradley remarked in the course of the interview with CANADIAN GROCER. "Each year on January first, we take an inventory, and find the actual result of the past year. We go carefully over them, and gauge our plans for the coming year, accordingly. We have daily cash reports submitted from each store, and from them a monthly report is made out by a disinterested accountant, who keeps a running audit of our books throughout the year." Mr. Bradley here expressed the opinion that faulty bookkeeping was very often responsible for a great many disappointments in the grocery trade, and a systematic accounting of one's business by an outside accountant shows the grocer exactly where he stands each month. From this survey, he is able to direct his energy and enterprise to the stoppage of leaks, if any, and generally improving his methods of conducting his store. "Last year," Mr. Bradley continued, "we were able to keep our cost of doing business down to a minimum, and

Always Quote Prices is the Bradley Idea —Where Values Are Not Announced, Advertisements Are of Little Use in Boosting Prices

lower than what is actually considered a necessary percentage to carry on business by the average grocer. Our system of accounting has helped us to do this. The expense of maintaining it is not a serious item, and it has proved its worth in our store. We turn our stock over quickly, and we buy in quantities. This enables us to sell at a close figure, the public reaping the benefit."

In the reproduced advertisements across the top of this page, it will be noticed that in several of them a small panel is enclosed, in which the firm has something to say to the reader about the service of the store, or setting forth some good reasons why it would be advantageous for the housewife to trade the Bradley way. Mr. Bradley pointed out that these have been effective, and he is convinced that they are read regularly and watched for by the people of St. Catharines. It is just another instance of what can be done in the way of attracting the public eye, and creating an interest.

R. P. Bradley and Sons opened their first store in S. Catharines, on February 15, 1899. Expansion has been their watchword, and Mr. Bradley stated that their business has kept pace with the growth of the city. Their store in Niagara Falls, Ont., was opened in September 1905, and 1907 a branch was opened at Chatham, Ont. However, this latter store was disposed of in 1915. The second store on St. Paul Street, St. Catharines, was opened in August, 1918. The Bradley stores at the present time, employ a staff of twenty-five, and no stone is left unturned, in the way of giving the best possible service. Throughout the year the Wednesday half-holiday is observed, and the stores always close Saturday nights at 9.30.

"Our advertising expenses only figure about one and a quarter per cent. of the cost of doing business," George Bradley told "Canadian Grocer." "That is a small amount when one considers the large amount of people we are able to reach through the medium of our advertisements."

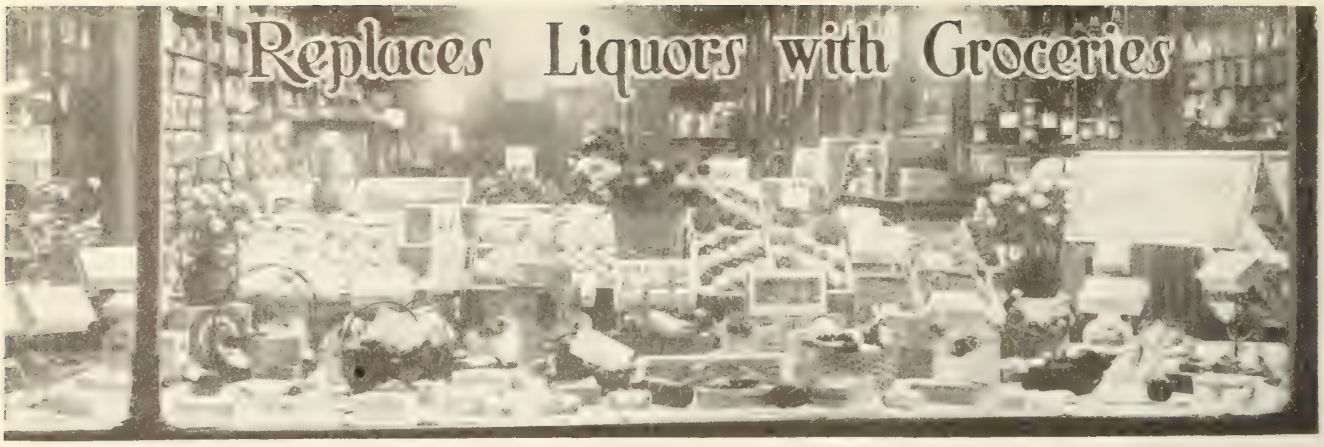
CONSUMPTION OF TEA

(Continued from page 127)

"This coloring matter was applied to teas during the last process of roasting. About five minutes before the tea was removed from the pans, the superintendent took a small porcelain spoon, and with it he scattered a portion of the coloring matter over the leaves in each pan. The workmen then turned the leaves rapidly around with both hands, in order that the coloring be evenly diffused.

"During this part of the process the hands of the workmen were quite blue. I could not help thinking that if any green tea drinkers had been present during the operation their taste would have been corrected. It seems perfectly ridiculous that a civilized people should prefer these dyed teas to those of a natural green. No wonder the Chinese consider the natives of the West to be a race of barbarians.

Replaces Liquors with Groceries



Present Owner of D'Argencourt's Registered, Montreal, Has Found Success in the New Order of Things, Following the Legislation Eliminating the Sale of Liquors

MONTREAL.—There are times when it behooves the grocer to consider an important change, a right-about-face," so to speak, with regard to the stock he carries. Such a consideration, while not really a problem, confronted d'Argencourt's Registered, 379 St. Denis Street, Montreal, after the recent liquor legislation had become operative. This involved the necessity of replacing, with other goods, a very extensive and excellent stock of wines and liquors, and it is interestinng to note the comment of the present owner, Mr. Trottier, regarding the effect of so drastic a change.

"It has made no difference, this change, and our business is just as large as it was before, when we sold other lines, and it has been just as satisfactory and profitable," he said. In view of the fact that the new order has now been effective for over a year, Mr. Trottier has been able to judge as to the results he may expect, in a permanent sense.

Well Suited Fixtures

Of course the change meant that, while groceries had been stocked for a long time, this stock had to be greatly increased. There was, naturally, a big space to be filled in with goods that would sell to the select trade that had been built up over a period of many years, this store having served its trade for upwards of 25 years. During a great part of that time Mr. Trottier has been associated with the firm, first as salesman, and more recently as its sole proprietor, having purchased Mr. d'Argencourt's interests a year or two ago. The question was, "will these fixtures serve the purpose for grocery stock?"

"They are excellent," was Mr. Trottier's remark to CANADIAN GROCER, "and we like them well. For all kinds of goods such as we handle they are very satisfactory." As will be observed, these fixtures are readily adaptable to package goods. That is well, for so great a portion of the modern grocery stock is composed of package goods, and fixtures that suit such stock must be adaptable. The two main fixtures, on either side of the store, are of oak finish, having sliding doors with glass panels, and are, in every way, suited to the spacious store with its 16 foot ceiling that had been prepared for them. With sliding ladders conveniently located, the salesman quickly secures any desired package that may be asked for.

How To Get In 'Right'

The grocer who is building for a permanency may take a tip from d'Argencourt's. It is this, "Sell nothing that you cannot stand behind. Nothing which you cannot fully guarantee." It is a motto on which an extensive business has been erected, and Mr. Trottier proudly referred to the excellence of the trade which is served, in many parts of Montreal, by his firm. "It is all excellent trade, the very best in Montreal," he said.

This, then, has been the "Get in Right" motto, followed by this successful store. What has it meant, what will it mean in the years to come Simply this, that the owner of this business will have but one thing, and one only to worry about—that of maintaining the trade he has won by attention to supplying the higher quality groceries, never taking a single chance on the inferior.

SOME D'ARGENCOURT AXIOMS

Sell nothing that you cannot stand behind—nothing which you cannot guarantee.

D'Argencourt takes no chances on supplying inferior goods. Trade is maintained by attention to supplying the higher quality groceries.

Price is not the important thing. Customers are willing to pay well for what satisfies them.

Taking business over the telephone is a time-saver to both the customer and the salesman. Serving in the store takes more time, and makes for more expense.

Note this. "Price is not the important thing," he said. We get good prices. What our customers want is the very best, and we give it them. They are willing to pay well for what satisfies them."

Asked as to whether his customers depended upon him for suggestions, Mr. Trottier's reply to CANADIAN GROCER was that he never substituted. He endeavored, always, to give the customer that which she asked. "But do many not leave this matter with you, and particularly when it is a new kind of goods "

To this he replied that, when such cases arose, he would send what he believed to be of equal quality, or even better. The important thing is that he will take no risk; will not send that which might be displeasing and unsatisfactory.

This is Important

As already stated, many customers are of long years' standing. They are solid with the firm, so to speak. It has become a daily habit to order what is wanted, and no risk taken in the matter of supplying them, promptly, with their requirements.

"We have two autos, and two rigs for delivery. The autos are very satisfactory for outside deliveries, and the rigs are better for close-in delivery. The autos are cheaper, too, spreading the cost over the year, and we are well satisfied with the results that have been secured, both from a cost and a delivery standpoint."

"What about getting good men to run this service, Mr. Trottier?"

"I have two good men. One of them has been here 19 years and one of them 11 years. They are very dependable, and take care of the cars. They also know the trade, the routes we cover, and their interest in the customers is valuable.

"Fully 75 per cent. of our business is taken over the telephone. This is a great time-saver to both the customer and the salesman. When having to serve a lady in the store, others may be waiting. This takes a lot of time and makes

D'Argencourt's, Montreal, have had no difficulty replacing business that was eliminated by liquor legislation.

for more expense. We believe it is a great saver all round to make extensive use of the telephone."

Enormous Egg Sales

One hundred dozen eggs, daily, are sold, on the average. This may not seem an excessive amount, but when it is explained that these eggs—every one of them—are guaranteed absolutely fresh, it really is a large quantity. And 100 dozen eggs split up into quantities of dozens and half a dozen is a round quantity.

"We get more for our eggs than anyone else," continued Mr. Trottier. "We buy them from the man who owns the hens that lay the eggs. We have to know that they are fresh and if we buy them from anyone who is a middleman, we cannot be sure. We have thus specialized on these fresh eggs, so that we can absolutely guarantee them to the customer, and they are always so fresh that they can be sold to and used by invalids. We always have new-laid eggs for our customers."

The same principle applies in the matter of butter. None but good butter is supplied to the customer. Therefore if a pound of butter is ordered, the customer does not question whether it is fresh; it is understood that there will be no disappointment.

Catering to this large household trade, much business is done in hams, bacon, lard, cooked meats and cheese. The first named principle of buying and selling only that which is absolutely of the best, plays an important part in the development of sales on these different products.

There are some features in the store which have helped make serving of customers easier and prompter. One of these is that of little run-ways or disappearing side sections where stock is stored for quickly affording the clerk access to surplus stock. The photograph of one side of the store interior illustrates this. Right behind the cashier's cage will be seen an opening in the shelving. It is through this very narrow passageway that the clerk passes to this supplementary store-room. Stock there is quickly secured and handed the customer, no delay being experienced. Then, too, this space affords cloak-room and wash basin accommodation, ample lavatory privileges being arranged for both male and female employees. It is also, from one of these several side stock-rooms that access may be had to the basement. All this has been worked out in the re-adaptation of the store to the present large grocery stock.

The long ladders are indispensable. On their sliding track they are passed along, almost noislessly, at will of the salesman, and any desired package quickly secured.

Altogether, the appointments are very satisfactory, and Mr. Trottier is well-assured that his fixtures suit the twentieth century grocery stock quite as effectively as is possible, affording his salesmen the minimum of waste motion. The best part of it all has been that of the ability of the firm to re-adapt these fixtures to a larger, more complete, and better stock of high-class groceries of every description, the sale of which yields good profits.

"It has made no difference, this change, and our business has been just as large as it was before, when we sold the other lines, and it has been just as satisfactory and profitable," spoke Mr. Trottier, of D'Argencourt's Registered, Montreal, in commenting to CANADIAN GROCER, *on the replacement of their stock of wines and liquors. "While, of course, we have stocked groceries for a long time, in view of the situation, we had to greatly increase our stocks, and the fixtures and equipment used for the wines and liquors have been readily adapted for the display of package goods, and lines that are quick-sellers to a select trade."*

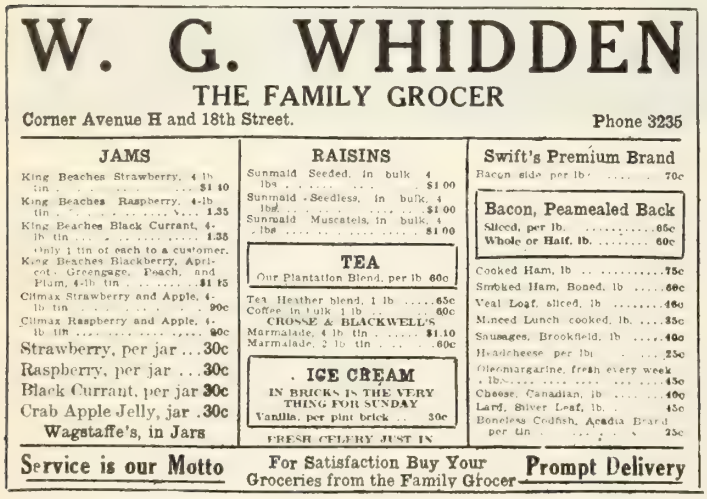
Advertising Helps to Build Sales in Every Section of the City

"THE advertising that I have done in the daily papers has brought me business from all over the city," remarked W. G. Whidden, Saskatoon, Sask., to CANADIAN GROCER recently. Mr. Whidden's store is not situated in the business section of the town, but rather on the outskirts, and the fact that he says he is drawing trade from all parts of the city is sufficient proof that it pays to advertise. He has an attractive store, believes in arranging displays that count for trade, a ndlays stress on the importance of always having a full stock of groceries and grocery lines.

It will be noticed from the accompanying reproduction of one of his advertisements that he adopts splendid layout, setting forth his prices in a way that is bound to demand attention. He has made a specialty of selling ice cream in bricks, and it will be seen that he gives prominence to this feature in his advertisement, by suggesting to the public that a brick of ice cream is the very thing for Sunday. He states that he has sold a great deal of ice cream, even in the winter months.

Interior of W. G. Whidden's store at Saskatoon.

From the above photograph it will be noticed that a long, silent salesman displaying candy is placed near the entrance to the store. This is a very attractive feature of the store, and the customer, on entering, meets an appealing display of choice confections. Mr. Whidden is selling, he states, large quantities of candies and a good many sales are made of some high grade box varieties. It is not an uncommon thing to sell boxes of candy with the regular orders and this feature of Mr. Whidden's business is showing gratifying increase. "It is all a matter of getting them out where people can see them," Mr. Whidden states. "If they are hid away where they cannot be seen, you cannot expect a customer to buy them. An attractive display means sales."


W. G. WHIDDEN
THE FAMILY GROCER
Corner Avenue H and 18th Street.
Phone 3235
JAMS
King Beaches Strawberry, 4-lb tin ... $1.40
King Beaches Raspberry, 4-lb tin ... 1.35
King Beaches Black Currant, 4-lb tin ... 1.35
Only 1 tin of each to a customer.
King Beaches Blackberry, Apricot, Greengage, Peach, and Plum, 4-lb tin ... $1.15
Citmax Strawberry and Apple, 4-lb tin ... 90c
Citmax Raspberry and Apple, 4-lb tin ... 90c
Strawberry, per jar ... 30c
Raspberry, per jar ... 30c
Black Currant, per jar 30c
Crab Apple Jelly, jar 30c
Wagstaffe's, in Jars
RAISINS
Sunmaid Seeded, in bulk 4 lbs ... $1.00
Sunmaid Seedless, in bulk, 4 lbs ... $1.00
Sunmaid Muscatels, in bulk, 4 lbs ... $1.00
TEA
Our Plantation Blend, per lb 60c
Tea Heather blend, 1 lb ... 65c
Coffee in bulk 1 lb ... 60c
CROSSE & BLACKWELL'S
Marmalade, 4 lb tin ... $1.10
Marmalade, 2 lb tin ... 60c
ICE CREAM
IN BRICKS IN THE VERY THING FOR SUNDAY
Vanilla, per pint brick ... 30c
FRESH CELERY JUST IN
Swift's Premium Brand
Bacon side per lb ... 70c
Bacon, Peamealed Back
Sliced, per lb. ... 65c
Whole or Half, lb. ... 60c
Cooked Ham, lb ... 75c
Smoked Ham, Boned, lb ... 60c
Veal Loaf, sliced, lb ... 40c
Minced Lunch cooked, lb. ... 35c
Sausages, Brookfield, lb ... 40c
Headcheese per lb ... 25c
Oleomargarine, fresh every week, lb ... 45c
Cheese, Canadian, lb ... 40c
Lard, Silver Leaf, lb ... 45c
Boneless Codfish, Acadia Brand, per tin ... 25c
Service is our Motto
For Satisfaction Buy Your Groceries from the Family Grocer
Prompt Delivery

Advertising is a feature in Whidden store at Saskatoon.

SERVICE AND ECONOMY FACTORS

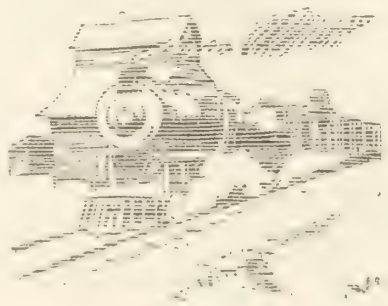
(Continued from page 117)

Elaborating, Mr. Higgins said the idea consisted in dividing the store into "departments" somewhat on the principle of the big departmental stores. This division has only lately been effected, and already it has had wonderful results.

At present there are in this store a fruit department, a candy and pastry department, a meat department, a tea, coffee and spices department, and a miscellaneous department. The departments are divided from each other by silent salesmen which form three parts of the square, with the actual salesman on the inside. All the goods are in full view of the customer, who simply has to point out the article he wishes to purchase. Signs, suspended from the ceiling, designate each department.

Teas and Coffees to the Fore

"There is a regrettable tendency on the part of retail grocers to relegate their teas, coffees, and spices to the back of the store," Mr. Higgins said. "I can't understand this, particularly when these goods are the leading articles of profit for us. In our own case we have removed these goods to the front of the store. In a short while we are to instal a coffee roaster, which, I believe is a new departture for a retail grocery store. We shall place the roaster in the window at first in order to familiarize the public with the innovation, and at the same time have something in the nature of a demonstration window display. I think this will attract many new customers.



"We strive to attain at atmosphere of sociability in our store," Mr. Higgins said later on. "I think one of the most difficult problems to solve in the grocery business is that of inducing salesmen to meet the customers courteously and endeavor to give them rapid service, such as, for instance, is obtained in a shore store. We have instructed our salesmen along this line, and I believe things are working satisfactorily."

Sells the Motorist Passing His Door

One Merchant Who Availed Himself of the Opportunity to Build Summer Business From the Many Cars That Traveled His Way—Makes a Point to Familiarize Himself With Roads and Directions

Written by Staff Correspondent especially for this issue.

A map showing the Highways to be built throughout Ontario

IT WAS a warm day in July when a representative of CANADIAN GROCER was strolling along the streets of a mid-western Ontario city looking for stray ends of news and casting envious eyes at the automobiles filled with happy people apparently bound for the country to enjoy the day in the cool, shady woods or to picnic in some sequestered nook along the byways of the countryside. And thereby hangs a tale.

Made no Effort to Get Business

An inspiration flashed through the CANADIAN GROCER'S "think-tank" and he set out to find out just how the grocers were taking advantage of all these auto parties coming and going in a steady stream in all directions throughout the city. The first store visited was getting a certain amount of business from passing autos but it just "happened." No extra effort was made to entice this business. The next store and the next visited had about the same story to tell as the first. The reporter continuing the investigaion finally arrived at the outskirts of the shopping ditrict and noticed a line of four or five autos lined up in front of a grocery. Entering the store, he very soon got at the reason. One of the auto drivers was asking the merchant the direction to a certain point outside the city. Another chap piped up and inquired where the best "eats" could be obtained. Another was looking over a map to locate the best route to a certain town. The merchant was pleasant answering the questions put to him, by the auto drivers and wrapping up their purchases—a box of chocolates to one, some biscuits and cheese to another while another appeared to be buying sufficient for a two days' camping trip.

Seized the Opportunity

When the pleasure seekers had all departed CANADIAN GROCER turned to the merchant and inquired "Why all this rush of business? Is this the information bureau?"

The merchant taking him by the arm replied: "You go out and take a look at that window and then come in and I will tell you the story."

In the centre of the window was a large card with a road map pasted on it and across the card was painted "Do you know the best road out?" and beneath the map "come in and find out." There were also two smaller cards one on each side of the large one reading thus:

YOU'LL BE HUNGRY BEFORE YOU REACH THE NEXT TOWN
SUGGESTIONS THAT WILL MAKE YOUR TRIP MORE ENJOYABLE

Arranged in front of the cards in neat piles were canned meats, biscuits, condensed milk, pickles, olives, chocolates in fancy boxes and canned heat outfits, The floor of the window was covered with imitation grass made with sea moss purchased from a florist and dyed green. In the rear of the window were potted ferns tipped a little. These ferns and moss and the general arrangement gave the impression of the cool country roadside.

Acquaints Himself With Roads

Upon re-entering the store the merchant said: "I had so many cars stop here for directions that I thought I might as well get some business from this source. I set to work to get all the information I could about the different routes and the condition of the roads frequented by automobiles. This I was able to do by maps and also by inquiring from the people who came here to ask me to direct them to points out of the city. The result has worked out just as you have seen it. We have had as many as twenty cars a day stop to enquire the best road to take to a certain town, the best restaurant or perhaps the direction to a garage and invariably we sold them something. Perhaps it is just a package of chewing gum, a box of chocolates, while others have bought many dollars worth. These real orders we pack in corrugated boxes. These are boxes which we receive packed with goods and are carefully opened and then saved for this very purpose."

Now that the automobile has come to stay and that the Government has taken to building highways, and motor leagues are advocating better roads there will be more people than ever passing through the towns, villages and cities and the merchant takes advantage of this opportunity for more business by window display or otherwise is surely going to get the cream of the tourist trade.

Service to Customers Retains Them at Their Summer Homes, Even at a Distance of Twenty-three Miles

T. A. Rowat, London, Ont., Saw Possibility of Losing Trade in Holiday Months

Plan of Distribution Saves Situation

Salesman Personally Solicits Orders, and Another Man Distributes Them

GIVING service to customemrs who go to their summer residences 23 miles distant every year and giving as good a service as they were accustomed to get in the city is a problem that T. A. Rowat & Company has had to face year after year. Many of this firm's customers go to their summer homes at Port Stanley from the first of June to the end of September and practically all their trade was diverted to other channels for the summer season. In consequence Rowat & Co.—outside of the initial order that was packed when the family first went to the lake side—received only a small portion of the business until their return to the city in the fall.

A Plan That Was Profitable

A plan was devised, whereby the business that was going to another town was diverted, and which enabled Rowat & Co. to retain all the trade of their customers and to give an excellent service throughout the summer months, that proved profitable to the firm and a satisfaction to the customer.

Port Stanley is a lakeside resort, situated about 23 miles south of London. Transportation is facilitated by a radial line owned by the City of London with a freight and passenger service. A man is sent each Monday to call on the customers for their orders and also to pick up any other business that he can get. This man is an experienced salesman—not a mere order taker—and consequently a large volume of business is obtained. Rowat & Co. enjoy a reputation for coffee in London and vicinity and this line is featured by the salesman in soliciting business from hotels and restaurants. From this source much business is secured that it is a profitable revenue to the firm.

Your Summer Home at Port Stanley Will Be More Enjoyable If Your Meals Include Superior Quality Groceries

Rowat & Co., grocers, London, have completed arrangements to deliver to Port Stanley residents during the summer.

Rowat's Grocery maintains leadership by superior quality goods, properly and carefully handled, with a guarantee of satisfaction with every article.

Selected goods give greater nourishment. Eat of the best and your vacation will do you most good.

Order from Rowat's.

Seldom does the opportunity come to people at their summer home of being served by a grocery of such high standing. You are sure to be pleased. Order early.

T.A. Rowat & Co.

Mail Orders Promptly and Carefully Filled. 250 Dundas Street, London.

A typical summer ad. of the Rowat store.

How The Plan Works

The orders are assembled separately in a limited number of parcels to facilitate the distribution. The orders are then packed in cases together with a list containing the name, address and number of parcels for each customer. This is then shipped to one man at Port Stanley who looks after the distribution. "The whole secret of our success in handling this business is being fortunate in securing a reliable man in Port Stanley to distribute carefully and promptly," remarked Mr. Rowat to CANADIAN GROCER. "He knows just when the car is due to arrive, and he takes the cases from the car himself so that no unnecessary delay is incurred through the negligence of the railroad." The orders are always shipped on Tuesdays, but when special orders are received, then the man is notified by postcard when the goods will arrive. He then meets the train, gets the parcel and immediately delivers it to its destination. This system practically gives the customer the same service as he had in the city.

Supplying Green Goods a Feature

There is always a dearth of fresh fruits and green stuff in the stores of a small village, probably because the natives grow their own. Sales therefore are limited, and for that reason the stores do not stock them heavily. Rowat & Co. have taken advantage of this fact and keep their customers well supplied. This is easily accomplished by the system of distribution they have adopted.

Cost is Very Small

The cost of transportation and distribution is paid by the firm. The freight on a shipment weighing 780 pounds and containing 22 orders is $1.84. The cost of distribution is ten cents an order or $2.20. Thus the total cost of delivering 22 orders is $3.04 or about 14 cents each, practically the same amount that it costs to deliver from the store to customers in the city.

Where Service to Tourists Counts

Merchants in Lake of Bays District Cater to Large Summer Colony —Business Was on a Big Scale Last Year—Supply Boat, Jitney and Telephone All Help Trade

IT is often the merchant in the small Country place who can show the City grocer, something in the way of enterprise, and in taking advantage of opportunities to develop business that means considerable increase in the year's turnover. The grocers in the small towns and villages in the Lake of Bays district, by getting after the tourist trade, have secured business that looms large in the year's aggregate. In fact in some instances it forms the major part of the earnings. But the business has not come readily to them. It has meant going after, and in some districts there has been considerable competition. Large city houses too have been in the field for this business, and it is with them that the merchants in the Country have had to principally compete. That they have done so successfully, has been largely due to the excellent service that they have been able to render the Summer cottagers. A personal interest in their needs, and an effort to give them prompt and efficient delivery has meant a good deal in building up this trade. However in some cases, delivery is not the rule, and the cottagers have been reached by telephone or by mail, and the goods are sent by way of stage, jitney or steamboat. One merchant in Huntsville operates a supply boat that has played a big part in the way of getting business while in another village, the fact that the merchant has the telephone exchange in his store, aids him in stimulating his summer sales.

Serves a Big Colony

J. R. Boyd and Son, of Huntsville, Ont., have gone after Summer business with a supply boat, operating out of Huntsville, on Fairy and Peninsular Lakes, as far as the Portage, or the entrance into the Lake of Bays. In this area there are three large boarding houses, and 40 cottages. It may be well imagined that it takes a fair amount of food to feed a colony such as this. "The launch makes the trip twice a week," Mr. Boyd Jr. who operates the boat, told CANADIAN GROCER. "We take orders one day and then deliver on the second call. Knowing the days that we are expected a great many people write in their orders, and in this way save time and delivery. Last Summer was the busiest Summer we have had, and we have been serving this part of the Lakes for a good many years. We make it a point to have or get just what these people want. Summer resorters are usually good buyers, and because they are on a holiday, buy more freely than possibly they would ordinarily. We have no difficulty selling them, and fancy lines as well as the staples are brisk sellers."

A Large Turnover

Mr. Boyd intends to have a bigger launch this Summer, and is anticipating as large, if not greater trade than last year. He believes that a merchant, situated as he is, in close proximity to Summer resorts, can get all the business he wants, if he is sufficiently enterprising to go after it, and to give the very best possible service. As an indication of what a revenue producer this business is, it might be mentioned that last year, the season's turnover, as a result of the boat's operations was between five and eight thousand dollars.

With a telephone exchange comprising 130 subscribers in his store, G. W. Lankin, at Utterson, Ont., has first access to quite a large colony of Summer people at Port Sydney, which is just three miles from Utterson. Most of the cottagers at this place are wealthy people, and have telephones in their homes, and Mr. Lankin is able to keep in close touch with them, and they in turn find it a convenient matter to telephone their orders to his store. Port Sydney is situated on Mary Lake, which is one of the Huntsville chain of Lakes, and the Summer colony there comprise some fifty cottagers. There is only a small store at Port Sydney, the business of which is largely in ice cream and soft drinks. The Lankin store has the bulk of the trade from this district. Mr. Lankin told the CANADIAN GROCER representative that he did not deliver to these people. "The business is largely on the telephone," he said. "We have the stock, and we can give the service. We make it a point to satisfy. There are three or four stage routes, going to Port Sydney, and the problem is delivery is one that is easily solved."

In another entirely different section of the Lake of Bays district, and some distance removed from Huntsville and Utterson, by way of the water route, in the little village of Dorset, Fred. McKey is doing a thriving Summer resort business. "I had a big Summer last year" he remarked to a CANADIAN GROCER representative, "and I am expecting just as big this year."

"How did you build up this Summer business?" Mr. McKey was asked.

"Dorset is the nearest village for a great many people who spend their Summers in the Lake of Bays," he said. "The tourists naturally come here, when making trips in their launches, and the fact that there are general stores within easy reach, they frequently do their buying. By catering to their needs, and giving care and attention to service, the business has grown from year to year." Mr. McKey does not operate a supply boat, but he believes that another Summer like that of 1919, would warrant such a move. He did have a boat a few years ago, but the cottagers were not numerous enough to continue it, but with such activity as there was last year, he thought a boat could be operated successfully.

Selling gasoline had helped business in groceries, Mr. McKey maintained. Launch owners came to him for gasoline, and in a great many instances he was able to sell them grocery commodities as well.

Store interior of L. H. Ware's grocery at Huntsville, Ont., who caters to summer tourist trade in Lake of Bays.

In years gone by I used to say,
Delivery systems never pay.
But now I know that properly run,
There's nothing better under the sun.

* * *

A little suggestion for the season,
A little talk and a little reason,
A kindly word and a pleasant tone,
Will gather business over the 'phone.

"I have never seen a man who could do real work except under the stimulus of encouragement and enthusiasm and the approval of the people for whom he is working."—Charles M. Schwab.

A branch of the tea plant showing the young shoot.

Consumption of Tea Shows Heavy Increase in Dominion of Canada

An Article Treating of Tea and Its Early History—Why Some Teas Are Black and Some Green

A branch of the tea plant showing the seed pods.

JUST now the subject of tea is receiving a lot of thought, and is mighty interesting to grocers and consumers. The consumption of tea has greatly increased in Canada the last few years, due probably to the prohibition situation, which is causing many people to look around for new ways of using old beverages. Therefore the more the grocer can learn about tea, the better position he will be in to stimulate this tea interest.

Early History of Tea

Perhaps before we explain about the different kinds of tea, it might be as well to know about the early history of tea. To China must be given the honor of being the first to prepare and use tea as a beverage, although the best of authorities are agreed that tea is not indigenous to China but was imported there at an early date from India. Just at what date tea was first used in China is very difficult to discover, but various references to tea are to be found in the writing of Chinese philosophers as far back as 2700 B. C. One Chinese writer tells us that tea was used for medical purposes only down to the sixth century A. D., but after that it began to be used as a beverage.

The Chinese were a very exclusive nation in the early centuries and exported tea to Japan only, where tea-drinking soon became the fashion, tea houses were built and the manufacture of beautifully designed tea-caddies, pots and cups soon grew into an industry.

Gradually, by means of travellers and traders, tea found its way into various parts of the world. Tea was first introduced into England by the East India Company and in 1664 the first tea house was opened by one Thomas Garroway, who advertised tea at 15 shillings to 50 shillings a pound.

One fact to bear in mind respecting tea is that all tea comes from one kind of a plant. It is known under different names, depending upon the country in which it is grown, upon the position of the leaf on the twig, and upon the treatment of the leaf after plucking. But fundamentally the tea plant is the same everywhere, showing only such differences as are traceable to the climate, the soil and the method of manufacture.

Tea is obtained from a shrub called thea, which, if allowed to grow, will reach a height of eight or ten feet but for the convenience of picking is kept pruned to a height of three or four feet.

The varieties of tea depend upon the differences in age of plant, time of gathering and the position of the leaf on the stem.

The young shoot of the tea plant has two small leaves at the tip, which contain the least fibre and the most juice and therefore produce the finest tea. In Ceylon and Indian tea, these top leaves are called Flowery and Broken Orange Pekoe. The next larger leaf below is called Orange Pekoe. The next larger below this again is called Pekoe; the next largest is called Souchong, and the leaf below that again is Congou. Thus it is seen that although these different kinds of tea have a different name, flavor and strength, they are all produced from the same plant.

But here is an important point. It does not necessarily follow that Broken Orange Pekoe is always a finer flavored tea than Souchong, because the climate and altitude in which the tea is grown has a great deal to do with the flavor. Souchong plucked from a plant grown in a high altitude is a finer grade than the Broken Orange Pekoe plucked from plants grown in a low, wet location, and also plants grown at an altitude of 6,000 feet produce better tea than the plants grown at an altitude of 5,500 feet. Therefore teas grown at high altitudes on the mountain slopes where growth is slower, are of a finer quality and contain more of the essential oil than those grown in the warm, humid climate of the valleys.

How Black and Green Tea Differ

The same plant also produces black and green tea; the only difference is in the treatment rendered the leaves after plucking. In the production of black tea the leaves are first allowed to wither by spreading the leaves on trays arranged one above the other, which takes from eighteen to twenty hours when the weather is favorable, but should the weather be unpropitious then the withering is done by artificial means. After the leaf is thoroughly withered it is transferred to the rolling machine which gently rolls the leaf, liberating the juices secreted in the cells of the leaf. When the leaf has undergone the process of rolling it is spread out on tables to ferment. It is this fermentation which takes from two to six hours and turns the leaf to a copper color and determines whether the finished product

Pickers at work in a Ceylon Tea Garden note the even rows of the tea bushes.

Weighing the tea from the pluckers' baskets.

shall be black or green tea; and herein lies the difference in green and black tea. Black tea is fermented while green tea is unfermented. After fermentation the leaf is ready for the firing or drying process, which is performed by automatic machines, which has the effect of arresting fermentation and drying all the moisture contained in the leaf and also at the same time changing the tea from the copper hue to black. The tea is now run through the sifting machine, which sifts out all dust and by dropping through the different size screens separating the various grades.

In making unfermented or green tea, the leaf is emptied from the plucker's basket into revolving steel cylinders and a jet of steam turned on the leaf, which process softens the leaf, closing the pores which prevent fermentation. The green tea is now ready for the next operation, which is practically the same as for black.

In Formosa and the southern province of China, where Foochow and Oolong teas are produced, the leaf is semi-fermented, that is, the process of exposure to the air before firing is not carried so far as in the case of fully fermented or bleck tea, thus giving these teas a black color while the liquor is a light color with somewhat of a green tea flavor.

About Chinese Green Tea

China green or unfermented tea is familiarly known to us as Gunpowder, Imperial, Young Hyson and Hyson. It is interesting to know that the Chinese name for Gunpowder is Choo-Cha, or Pearl Tea, named so from its small, round form. It is generally prepared from the smaller of the younger leaves of the tea plant. Other grades are leaves being larger and less regular in appearance.

Imperial derives its name from being similar to that used in the Imperial household, and by the wealthier Chinese. It resembles the larger style of Gunpowder and is sometimes known as Big Gunpowder. The true Imperial tea, known in China as Flower Tea, is never exported, as, like most perfect things it is produced in extremely small quantities. An old English account of this tea says that the laborers who gather its leaves are required — beginning some weeks before the picking—"to abstain from every kind of coarse food, or whatever might communicate ill flavor. They pluck the leaves also with no less delicacy, having on thin gloves."

Young Hyson is a name derived from the Chinese term Yu-he-Tsien or Early Spring, on account of being picked early in the season. The leaves of the finer grades are very small and almost wiry in texture, being prepared from the youngest and tenderest leaves just expanding. The leaves of the later pickings are correspondingly larger and looser in make and appearance, and inferior in drinking qualities to the earlier pickings.

Making Chinese Green Tea

When the leaves have been picked, they are left in large bamboo baskets, exposed to the sun, and stirred only occasionally. After two or three hours the baskets are taken into the house, or to the tea factory, and in the course of half an hour a series of manipulations commence, during which, at intervals of an hour, the manufacturer rolls the leaves until they become as soft as a piece of dressed kid. When this operation is concluded, they are ready for the application of heat, which, of course, is for the purpose of drying them and rendering them crisp.

The tea factories are large buildings, and are divided into several rooms, some for firing, others for weighing and packing and others for storing. The firing room contains many stoves of crude masonry, and sometimes circular fireplaces made of mud. On top of each fireplace or stove is an iron or copper pan into which several pounds of tea are cast. Each pan is cared for by a coolie, whose duty it is to keep turning the leaves over constantly until they are thoroughly dried. This process retains the natural green color.

After the leaves have been sufficiently exposed to the heat, they are placed in a closely woven bamboo basket and thrown from it upon a table, where they are distributed into two or three different parcels. Another set of coolies roll the leaves into balls with great gentleness and caution, and by a peculiar mode of handling them, express any juice they may contain. The leaves after this are again taken to the hot pans, again turned with the hands and when heated are removed. They are then spread on a sieve, rolled again, and placed over a charcoal fire, great care being taken that the smoke does not injure the leaves, When the leaves become crisp and easily broken, they are removed from the fire and the process gone all over again, until the experienced manufacturer is fully satisfied with the condition and appearance of the tea.

Tea Coloring by Chinese

Although the importation of artificially colored tea is prohibited, the process as used by the Chinese in coloring green tea is nevertheless interesting. The following is a description of the process taken from Robert Fortune's notebook: "The superintendent of the workmen managed the coloring process himself. Having procured a portion of Prussian blue, he threw it into a porcelain bowl, not unlike a chemits's mortar, and crushed it into a fine powder. At the same time a quantity of gypsum was produced and burned in the charcoal fires which were roasting the teas. The object of this was to soften it in order that it might readily be pounded into a very fine powder, in the same manner as the Prussian blue had been. The gypsum, having been taken out of the fire after a certain time had elapsed, readily crumbled down and was reduced to a powder in the mortar. These two substances, having been thus prepared, were then mixed together in the portion of four parts of gypsum to three parts of Prussian blue, and formed into a light blue powder, which was then ready for use.

Continued on Page 119

Transporting the finished tea to the sea port.

Advertising Linked With Service Puts Business on Safe Footing

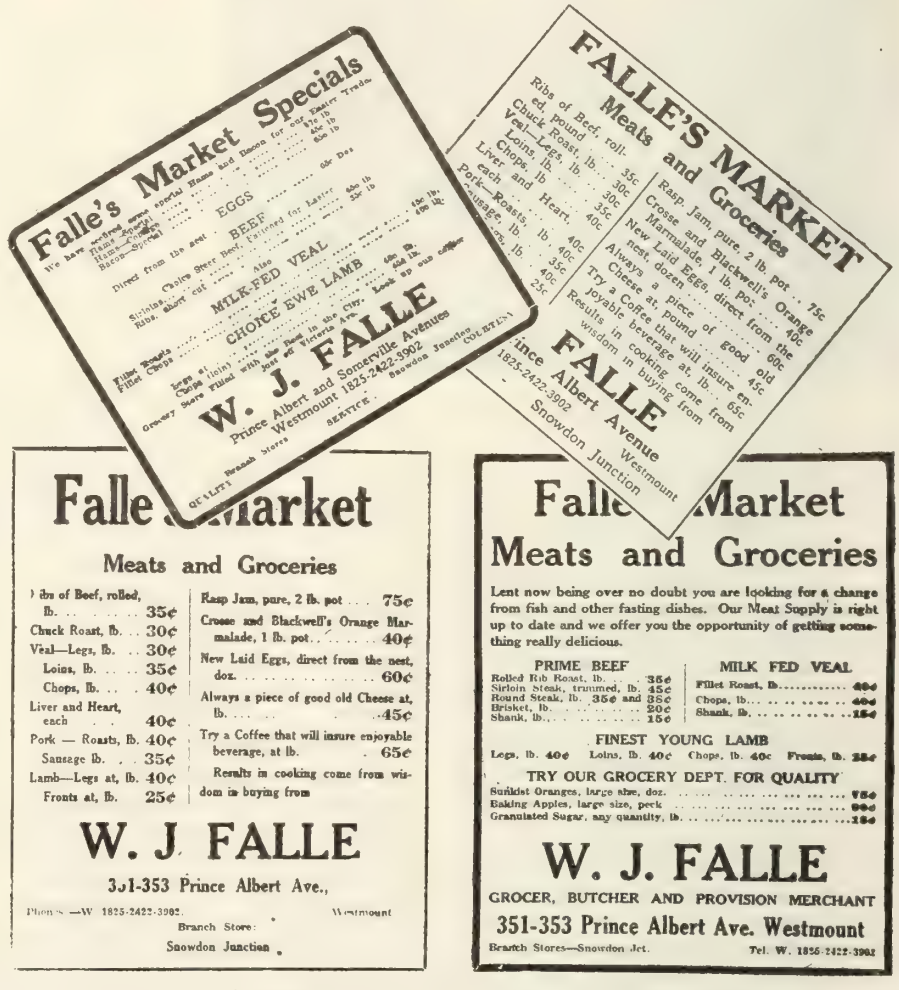
W. J. Falle, Westmount, Que., Couples Meats With Groceries and Has Proved to His Satisfaction That Both Can be Developed With Considerable Success

"Don't Let Your Customer Forget You"

Affords His Clientele Every Consideration — Householders Need Both Meat and Groceries, So Why Not Let Them Have Them in the Same Store?

MONTREAL.—Developing a business from both ends has been the experience of W. J. Falle, Prince Albert and Somerville avenues, Westmount, Quebec. Mr. Falle has conducted, for many years, both a grocery and meat business, the two occupying separate and distinct sections of the store, but in such a manner as to permit of easy and immediate access from one to the other. In addition, they have separate entrances.

"One department helps the other," said Mr. Falle to CANADIAN GROCER, "and we find both departments a success. There is one thing to say about fresh meat, nearly every household requires it every day. As it is a necessity, then, which all must use, there is an opportunity of at least bidding for the housewife's trade. Mr. Falle bids for it in several ways, and these have proved profitable, and therefore successful.


Falle's Market Specials
W. J. FALLE
Prince Albert and Somerville Avenues
Westmount 1825-2422-3902
FALLE'S MARKET
Meats and Groceries
Rasp. Jam, pure, 2 lb. pot . . 75c
Crosse and Blackwell's Orange Marmalade, 1 lb. pot . . 40c
New Laid Eggs, direct from the nest, dozen . . 60c
Always a piece of good old Cheese at, pound . . 45c
Try a Coffee that will insure enjoyable beverage at, lb. . . 65c
Results in cooking come from wisdom in buying from
FALLE
Prince Albert Avenue
Westmount
Snowdon Junction
Falle's Market
Meats and Groceries
Rasp Jam, pure, 2 lb. pot . . . 75¢
Crosse and Blackwell's Orange Marmalade, 1 lb. pot . . . 40¢
New Laid Eggs, direct from the nest, doz. . . . 60¢
Always a piece of good old Cheese at, lb. . . . 45¢
Try a Coffee that will insure enjoyable beverage, at lb. . 65¢
Results in cooking come from wisdom in buying from
W. J. FALLE
351-353 Prince Albert Ave.,
Branch Store:
Snowdon Junction
Falle's Market
Meats and Groceries
Lent now being over no doubt you are looking for a change from fish and other fasting dishes. Our Meat Supply is right up to date and we offer you the opportunity of getting something really delicious.
PRIME BEEF
MILK FED VEAL
FINEST YOUNG LAMB
TRY OUR GROCERY DEPT. FOR QUALITY
W. J. FALLE
GROCER, BUTCHER AND PROVISION MERCHANT
351-353 Prince Albert Ave. Westmount
Branch Stores—Snowdon Jct.

Advertisements that bring business to W. J. Falle's store.

Don't Let Customer Forget

In the first place, once a customer is secured, that customer's trade, if possible, must be retained. It is very doubtful if the "odd" sale pays, particularly if the bill of goods is to be delivered, and if it be a bill of goods, delivery must naturally be made. How then, is the customer to be held, and repeat orders secured?

Mr. Falle has, for some considerable time, used the Montreal papers to advertise. "Once a week we advertise in both the 'Gazette' and 'Star.' It is costly—equal to about the cost of an additional clerk, but I believe that it pays. It helps to bring us new customers, and keeps our name and place before the people. And we always quote prices, I think it is a good plan to quote prices, and always have done this. Years ago, when I was located on the St. Antoine Market, I sold a great deal of cheese. I always had the price marked on it, and would perhaps get one or two cents a pound more for it than my competitors in the same place. People like to see prices marked in plain figures."

Gets Down to "Brass Tacks"

In the advertising which Mr. Falle contracts for from week to week, full use is made of this space. That is to say, no long introduction is considered necessary or wise in getting down to what it is desired to convey to the customer. "Falle's Market Specials," began one recent advertisement, prior to the Easter Season. Then—"We have secured some special Hams and Bacon for our Easter Trade. Hams, special, 47c lb., and so on, with eggs, beef, milk-fed veal and lamb prices given, followed with the location of store and telephone numbers. The point brought out again is that of definite price being quoted; it helps make sales 'right off the bat' and a woman will either call personally or ring in her order. She must know the price in the long run and it helps clinch many a sale."

This plan of pricing is carried on throughout the store with the same success attending sales of such goods as are priced, as has been outlined. First a customer's attention is called to a given food; the next and very natural question arising is, "What's the price?" and the price ticket answers it. Mr. Falle says that this price, whatever it may be, will often complete the sale.

Keeping Sales Uniform

Christmas business, and in particular that of the whole month of December prior to Christmas, is a large business in the grocery store. With the special dainties that are then available from many climes, sales may be developed on a somewhat extensive scale, and some stores are very proud of their turnover.

Mr. Falle had an excellent trade last December. But he is very proud of the fact that his March business for 1920 exceeded that of last December, and quite as pleased that both February and January were within a few hundred dollars, each, of December sales. When it is recalled that, in a meat and grocery business, the poultry sales alone are usually extensive in December it speaks well for the sales of the cold winter months when totals are so large.

How Is It Done?

In the first place, Mr. Falle prides himself on affording his customers consideration. That means, really, service and this, again, means a great deal. It is just a bit difficult to differentiate between the importance of the various elements that make up service in the grocery store.

In the first place, and before some of the service which Mr. Falle extends is dwelt upon, great care is taken to buy the best of what eventually finds its way to the customer's table. For instance, "Eggs Direct From the Nest," appears in one of the recent advertisements. And this is literally true. "We secure our eggs from eight different sources, and all these are producers, so that we know our eggs are fresh. We have sold them, I believe, for five cents a dozen more than other stores nearby, all along."

The same plan is followed with butter, and of which sales are large every week. Only first-class creamery butter is offered for sale; no dairy butter being stocked. It has has helped build sales, selling only the better butter.

Service — Read This

Last fall, prior to the holiday season, one of the salesmen called upon customers, and prospective customers, with samples of groceries — and especially fancy raisins, etc. Quite a number of orders were secured. Presenting a small card, herewith reproduced, and while the woman of the house was reading it, he would engage in his little sales talk. Even if business was not then secured, the card remained in the house, and would doubtless bring a sale soon after. The acquaintance was beneficial to the salesman, and as the card states, it was desired to "Let our salesmen get to know you."

Two Departments

Mr. Falle is one who feels satisfied with the results of the dual departments —groceries and meats. They are both needed by the same customer, and needed every day. Growth has kept pace in each, and while, for a time, the meat department was checked over, as to stock and sales, each week, the two are now amalgamated. It is a matter of close supervision, to secure quick turning of stock, and this Mr. Falle exercises himself, for he has a branch store "over the mountain"—just on the opposite side of Mount Royal. It means some trotting around to check up both stores, but with a fortunate selection of salesmen it has been possible to leave the business in charge of the men, two of them being in the meat department and two in the grocery. Besides there are two saleslades, who also handle the office work.

A considerable amount of credit business is transacted, this totalling even greater than that of the cash, but as it is transacted with tried customers, Mr. Falle is satisfied with the results. Of late, with many, he has taken note settlements, with interest.

Let the Girls Do It

As stated, the salesladies are useful in assisting. Much of their time is spent in the office, naturally, "but they look after the candy sales, and also do the buying," said Mr. Falle. "And our candy sales have been growing."

Several cases are used for candy, and much "gross" candy is sold to the wee tots, there being many of them in the neighborhood. Then, too, sales of chocolates and mixture candy is improving, while a fair amount of trade is secured for box candy. The development is steady and satisfactory. The price ticket plan is followed here again, and Mr. Falle states that it has helped sales quite considerably.

His Advertising Costs as Much as a Clerk, But It Is Profitable

"Once a week we advertise in a morning and evening paper. It is costly—equal to the cost of an additional clerk, but I believe that it pays. It helps to bring us new customers, and keeps our name and place before the people. We always quote prices. I think it is a good plan to do so, and always have done it. Years ago when I was situated on the St. Antoine market, I sold a great deal of cheese. I always had the price marked on it, and would get one or two cents a pound more for it than my competitors in the same place. People like to see prices marked in plain figures I waste no space in introductions, but begin at once to tell the public what I have to sell, and the price of it."—W. J. Falle. Westmount, Quebec, in the course of an interview with CANADIAN GROCER.

Interior of T. A. Rowat's store at London, Ont.

FRUIT PRESERVATION

A new discovery, whereby fruit dipped in a harmless solution will be preserved for long periods without need of refrigeration, has been reported to the Federal Department of Customs from West Australia. Successful experiments have been made and fruit unloaded in the tropics after a six weeks' voyage has been found to be in the same condition as which it was shipped. The cost of dipping and special packing is estimated to be 25 cents per case, but the difference between general cargo rates rates paid for treated applies and refrigerated space rates now being paid for all exported fruits, is so great that the net saving on a cargo of 50,000 cases is estimated at near $25,000.

Do retail dealers realize that values have increased materially? Here are a few average increases on costs since 1914: Lumber, 120 per cent.; bricks, cement, nails, paints, etc., 190 per cent.; plumbing and heating, 112½ per cent. Wages of building trades, 57 per cent.

Peter Hutchison's grocery store at Bracebridge, Ont., from which every summer are distributed large quantities of supplies to tourists and campers in Muskoka. Mr. Hutchison goes right after the summer trade at the Lakes and the accompanying article tells something of his success in this line.

Sells $1,800 Worth of Goods on Phone

Bracebridge Merchant Believes a "Personal Interest" in Tourists in His District Accomplishes Great Results—Tourist Trade in August Last Totalled $11,000

SELLING $1,800 worth of groceries over the telephone in one evening might sound almost improbable to the average merchant, but it is exactly what Peter Hutchison, of Bracebridge, Ont. did one night last Summer, when the tourist trade was at its height in the Muskoka district. It is getting after business, that, while it is not permanent the year through, has a certain degree of permanency, that gives promise of return in the Summers that are to come. These people return year after year, and a good service provided one season, is not lost sight of in the next. That is Mr. Hutchison's theory, and the experience of years, in dealing with the Summer visitors to the Muskoka lakes has proved to him, the advisability of giving tourists the very best posible service. There is an opportunity for every grocer, whose place of business is in close proximity to watering places, to greatly increase Summer sales. Mr. Hutchison's success might be emulated by many others, similarly situated, who perhaps have never yet gone after trade of this kind, but rather, were content to take what came to them, or let these people order through the city mail order houses.

$11,000 in One Month

Forty per cent of Mr. Hutchison's business in the Summer months, is what he terms accounts. When one considers that his turnover in the month of August last year, amounted to $11,000, it is easy to realize what a substantial sum was directly due to the Summer visitors. Mr. Hutchison first started to get after this trade sixteen years ago. It commenced in a small way, but with the growth of the Summer colony in Muskoka Lake, his summer business has also grown. Being a firm believer in advertising, he began by circularizing the tourists, following this up by a call at their homes, taking orders. "There is nothing accomplishes as much as a personal interest in these people," Mr. Hutchison told CANADIAN GROCER. "Showing an interest in their places, in what they are doing, has its effect. An effort to please them, to get them some special article that they particularly like, plays a big part in securing this trade. I have Americans who have Summer homes in Muskoka, who have been customers with me for a good many years, and a goodly number of them have been retained because of some special accommodation, or the sale of some particular article that they liked, such as a certain blend of tea, and they continue to come to me for it. My one idea is to give these people service."

Telephone Helps Trade

When questioned in regard to the securing of $1,800 worth of business in one evening, Mr. Hutchison told CANADIAN GROCER that the fact that a large number of the tourists had telephones in their Summer homes now, greatly facilitated trade. He also has a number of large boarding places in his district, and he gets after them for business. Some of the sales constituting this amount were in fairly large lots, and were accounts with these Summer hotels. "I have a list of the people with telephones," Mr. Hutchison added, "and I call them. Invariably the result is a good sized order. It is remarkable the goods people will buy if they are only told about them, and very often all they need is a reminder."

30 Families in One Colony

Situated eight miles from Bracebridge, there are two Summer places, called St. Elmo, and Big Island. These two colonies comprise thirty families, and Mr. Hutchison has captured a large amount of their trade. He gets a good deal of it on the telephone, and makes delivery. Sales all last Summer were very heavy, as it was the biggest season in the tourist business that Muskoka has ever witnessed. Merchants particularly in groceries, reaped the benefit, and Mr. Hutchison, through energetic effort, got his share of the trade in his vicinity. Directing special endeavor to securing this business required considerable time and labor, but the results were ample remuneration and Mr. Hutchison will continue to go after this trade this coming season as well.

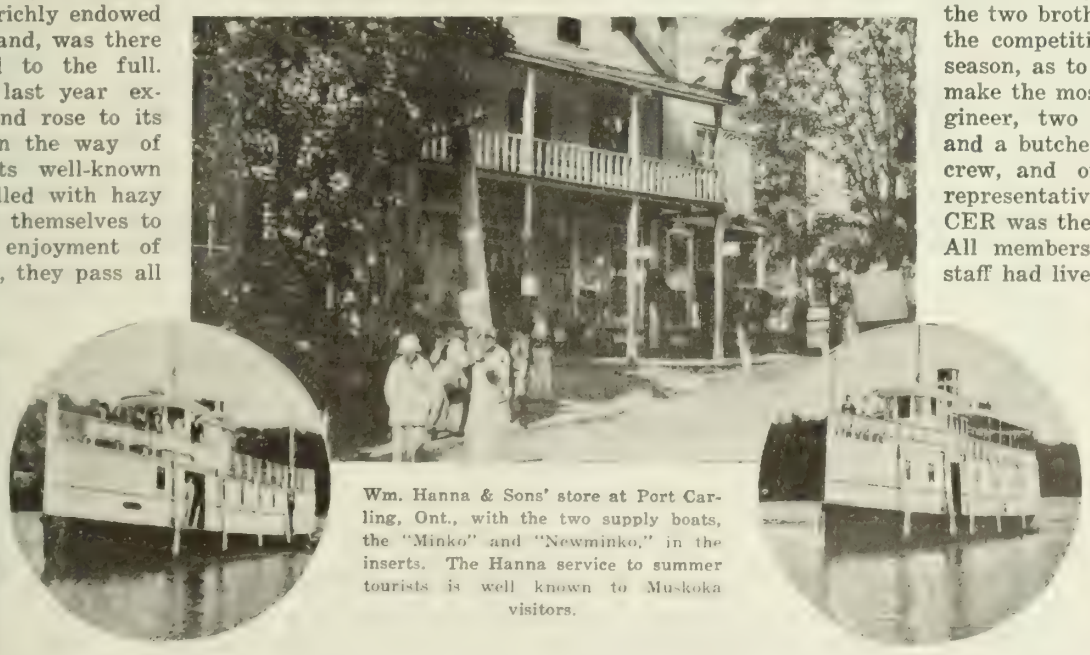
Supply Boats Serve the Islands in Muskoka Lakes

Summer Residents in Muskoka Have All the Advantages of Town in the Way of Convenient Shopping and Delivery, Because of Service Provided by Wm. Hanna & Sons, Port Carling.

IT was well into the month of September. One of the busiest summer seasons that the Muskoka lakes had ever seen was nearing a close. Hundreds of tourists had come and gone. Every hotel, boarding place, cottage, and in fact every conceivable habitation in these popular lakes had been taxed to its capacity. But many lingered on into the Fall, and September, claimed to be the loveliest month of the year, saw numerous island homes still occupied, and the resorts with an unusually large number of guests. True it is, that the gayety and liveliness, that is so characteristic of Muskoka, at the height of the season, had spent themselves, but the natural beauty, and lovely charm, of a Country so richly endowed as this Northland, was there to be enjoyed to the full. September of last year excelled itself, and rose to its full stature, in the way of maintaining its well-known reputation. Filled with hazy days that lent themselves to the complete enjoyment of lake and wood, they pass all too quickly in Muskoka.

This month of changing seasons, with its absence of the ephemeral things of pleasure, that attract the excited throngs that fill these resorts in July and August, had been done with, and those who remained found their diversion in revelling in the delights of forest and stream, which nature has so extravangantly bestowed in this part of Ontario. Travelling through these lakes, in and out the myriads of islands that dot the waters here and there, at this time, the beauty and enchantment of one's surroundings defies description. Flooding the shores. is a far riot of red and gold, amid a plentitude of green, yet unaffected by nature's magic touch. The transition of Summer, gradually unfolding into Fall, is one of the joys of September and makes lovers of nature loth to leave the wilds.

A representative of CANADIAN GROCER was spending a holiday at the Port Carling House, in the month of September last year. W. Hanna & Co., who conduct a general store in this picturesque little village, operate two supply boats on the Muskoka chain of lakes, commencing early in the Spring when the ice has disappeared, and continuing until old Jack Frost makes navigation no longer possible. Of course, it is only in the busy Summer months that the two are kept going, but in Spring and late Fall, there is always one, circulating through the lakes, for the convenience of customers, who otherwise would find it a difficult matter to secure supplies. After the 15th of September only one boat takes the trip, and it was shortly after this date, that the CANADIAN GROCER man, was invited by W. Hanna Jr., to enjoy the hospitality of the firm, on the "Newminko", on its daily rounds through Lake Rosseau and Lake Joseph. The "Newminko" is the sister craft of the "Mink". These two steamers are commodious in their appointments, and are capable of accommodating a goodly number of passengers, as well as providing ample space for the purpose for which they are intended, namely, travelling grocery stores. They are specially built to carry supplies, and each is a well equipped grocery store, with accommodation also for a butcher business.



Wm. Hanna & Sons' store at Port Carling, Ont., with the two supply boats, the "Minko" and "Newminko," in the inserts. The Hanna service to summer tourists is well known to Muskoka visitors.

Leaving Port Carling on this particular the "Newminko" sailed out into Lake Rosseau, with the intent of taking care of all the calls at the islands and hotels, in Lake Joseph, within a certain radius, going the next day, right up to the head of the lake. Capt. James McCulley, of the "'Newminko" has navigated these waters for many years, and his brother Capt. Wm. McCulley guides the "Mink" in all its voyaging through Muskoka. Great rivalry exists between the two brothers, and keen is the competition, in the busy season, as to which boat will make the most calls. An engineer, two grocery clerks, and a butcher, completed the crew, and on this trip the representative of the GROCER was the only passenger. All members of the boat's staff had lived practically all their lives in Muskoka, and knew every island and channel in the entire chain. But all, with the exception of the captain, whose years would not permit, had left their homes, and pursuits, at the call of war, and had seen service in France. They were back again to their occupations of pre-war days, and for the first Summer in three they were enjoying the scenes of former years.

"It is a lot different up here now, to what it was when I first started on these lakes" the genial captain remarked to the GROCER representative, as the "Newminko" sped along, winding in and out among the islands of Rosseau, into Lake Joseph. "There are more cottages, and they are building larger ones all the

(Continued on page 144)

Selling Summer Lines to Picnic Parties

The Macklaier store sends out lists to customers, as a means of aiding them in ordering their supplies. A special form is used, which is very complete, the names of almost three hundred articles being printed on four pages, the length of an ordinary sheet of foolscap. They are arranged in alphabetical order, and plenty of space is left for filling in, and a special column at the end provides for extras not mentioned in the regular list. There must be a big variety for this trade.

Chas. P. Macklaier, Montreal, Says Two-Thirds Trade is in Summer Lines Sold to Campers and Others at Summer Resorts—This Feature of the Macklaier Business Has Long Been a Profit-Yielder and a Source of Great Revenue

Based on an interview with Mr. Macklaier by A. H. Illsey

"These lists have proved exceptionally useful, and very often provide the very suggestions required when one is in doubt. Every conceivable article in the way of edibles and the general run of household necessities is mentioned in this list, and it is hardly possible to think of anything more complete for the customers living at Summer resorts or planning a picnic.

MONTREAL.—"Two-thirds of our summer trade is with camping, seaside and country parties. It is, and always has been, a very large part of our business, and is a good profit-maker, for prices are seldom asked."

In the foregoing manner, the brief story of selling to this class of trade is boiled down to "nut-shell" compass, but the manner in which this trade has been secured and held is of great importance, and Mr. Macklaier prides himself that his firm has built up a clientele which leaves the matter of selection largely to them. The Macklaier business, located on St. James Street, Montreal, had an early beginning. To be exact, the business was established, though under a different name, in 1856. Mr. Macklaier entered as a salesman, when a young man, and from the first until to-day, although under various management and proprietorship, the name "Italian Warehouse" has been associated with the expansion of the business always. For the past year and a half or so, the business has been owned and managed entirely by Mr. Macklaier. And one of the most interesting sides to this long established business is that of the development of its special summer trade.

Where Trade Comes From

One must have, naturally, the possibilities, else he cannot develop a special trade. With the Macklaier business, the development of this special trade has been of long duration. With great care and much patience this feature of the trade was long ago considered to be a profit-yielder and a source from which turnover could be much increased. It is most remarkable, indeed, that two-thirds of the summer trade of this grocery house should be with this class of customers. Close attention to its development has brought these results.

The Island of Montreal is a big territory in itself, when considered from the standpoint of population. The premier city of Canada, Montreal itself affords many campers who 'flit' each year to the 'South Shore,' the Laurentians, or elsewhere within easy train distance of the big city. And there they require supplies, quite as many as when in the city, and of foodstuffs more; the man with a change of air and tramping or hunting ahead of him will eat "three squares" every day, and perhaps throw in a bit extra later on, just for luck.

But here's a fruitful source of business that should bring pride to any grocer, and it unquestionably does bring pride to Mr. Macklaier. "We have customers coming up into Canada from the States every year who have been coming here for many summers. They require supplies for their party, and buy freely. Many of them leave the selection of supplies entirely to us. Others will wire us, say from Philadelphia, that they will leave on such-and-such a day for their old resort, and say: 'Will leave for—— on Monday, duplicate last year's order, one extra in party.'

Price is No Object

One of the best features of this trade is that there is no difficulty in getting a good price for such groceries and provisions. These parties want good stuff; the very best. They sometimes do not ask the price, and give Mr. Macklaier carte blanche, so to speak. Is not this a tribute, again, and particularly from those who have for so many years sent in "repeats?" It is service such trade wants, and for it they are willing to pay well. That means, for the grocer, a trade that he can appreciate, for when one has rendered service and supplied the very cream of everything that is sent forward, he ought to have commensurate return for it.

Then again, the very nature of this business demands that good prices be charged. Listen: "We supply everything," said Mr. Macklaier, "even to a piano if they want it. Sometimes they ask for dry goods, hardware, and even medicines. Of course we always get them what is ordered, no matter what it is." This, then, is part of a real service, and those

MACKLAIER'S

Successor to Fraser, Viger & Co., Limited,

211 St. James Street - 'Phone Main 8060

The Leading House in Canada

FOR

CAMPING, SEASIDE AND COUNTRY STORES

In the Shape of

Choice Groceries and Provisions,

Fine Teas and Coffees,

Pure and Genuine Wines, Ales, Etc.

We are now preparing for OUR SUMMER SEASON OF 1920, by every incoming steamer, and by every line of railroad running to Montreal, we are receiving supplies from all quarters of the globe to enrich our stocks. Our deliveries by motor and waggon will cover the Island of Montreal, and we are prepared to deliver at customers' doors, all orders entrusted to our care. We propose to make this a memorable season in the annals of our trade. The Finest Goods the markets of the world afford at reasonable prices.

Careful and Experienced Packers. No Charge for Packing.

Purveyors to all the leading Clubs, Private Camping Parties and Seaside Hotels throughout Canada.

Recent advertisement of Macklaier's, Montreal, who specialize in summer lines for picnics.

who want that will usually pay well for it.

Great Care in Packing

If there is one thing that this specialized "catering" requires, it is that of care in the manner with which shipments are packed. "We used to have three men who looked after this, but one of them died. These men know just how to pack; they pack too well, and sometimes I get impatient with them, but when the job is done the goods will carry anywhere," said Mr. Macklaier.

Of course there is special care required when hot weather comes, and perishables are ordered. These have to be packed so that they will reach their destination with no loss, and almost as fresh as when they leave. Employing special baskets and packing material, and in the case of goods that can be forwarded by express, sometimes crushed ice, it is possible to have these goods reach the customer in prime condition. Once there, and transferred to the refrigerator, they will afford the "party" such satisfaction that they may enjoy, even on the lake shore, the season's fruits and vegetables, cooked meats, dainties, fresh bread and cake, just as they are enjoyed where produced. It is this service, again, that counts. Of great importance has it been in building up this large percentage of summer business. Sometimes the "natives" will canoe to the nearest railway station and take supplies back the same day. This is important where fresh meats, fruits, etc., are desired.

Of course summer deliveries are maintained on the South Shore by motor truck. This service is given several times weekly—usually three, and it, too, is profitable. Mr. Macklaier is an advocate of the motor truck for such deliveries, as well as for those within the city.

Fill in Your List

In making ordering easy, a form is used. This is of foolscap size and contains an alphabetical list of all kinds of groceries and provisions, there being a margin for quantities and space for description of brand wanted. As Mr. Macklaier remarked: "We must have a big variety to satisfy the demand of this trade, even six different kinds, often, of a certain line of canned goods. It is very essential to have a big variety to choose from."

These lists are very useful. While many, as before stated, will leave the matter of selection entirely to the store, some want to choose their own. In such cases these lists are just the thing, for a suggestion is excellent for one in doubt. These lists ought to be well worth their cost, for the extra "suggestions" they make, resulting in just that much increased business.

Customer Needs Reminder

Of course publicity plays an important part in the development of Picnic Party Trade. For many years the "Italian Warehouse" advertising has occupied its place, regularly, in a morning paper. The name is kept constantly before the public, and particularly before that class of trade which can afford to satisfy desire, in purchasing, and order the very best.

In considering the near-approach of the Camp Trade Season, a timely advertisement was recently run, and this directed attention to the ability of the Macklaier Store to undertake such business. "The Leading House in Canada for Camping, Seaside and Country Stores," it began, followed by a brief description of the manner in which this business was handled, supporting this argument with reference to the fact that "Leading Clubs, Private Camping Parties and Seaside Hotels throughout Canada" were catered to.

Getting After Picnic Trade in His Town

Fred. W. Chambers, Pembroke, Ont., Has Soda Fountain in His Store—Features Sales of Fresh Fruits, Vegetables and Package Goods

FRESH fruits, vegetables, package goods, confectionery and a soda fountain are the main topics of activity in the very attractive store of Fred. W. Chambers at Pembroke, Ont. During the last year Mr. Chambers has been fired—or rather burned out—twice, and now is established in a bright new store of his own building with 26 foot frontage. He has taken care to provide an impressive front in the new establishment in the form of two large display windows, which are placed at an angle from the sidewalk, leaving a wide entrance-way to the door. In the left-hand window, cakes, pies, and other confections are arranged on glass stands and pedestals, and twice a week the display is completely changed. Mr. Chambers is particular never to allow his windows to appear mussy or untidy in any way. The right-hand window is used for the fresh fruits and vegetables. Two large cabinets are provided in the soda fountain where these fruits and vegetables are stored and kept fresh at all seasons. This crisp freshness to everything on display is one of the outstanding features of the store and its window suggestions. An electric fan is used in each of the windows as well.

Soda Fountain a Feature

As one enters the fresh, airy interior, which even in the hottest weather looks as well as feels cool, one espies at the left-hand side of the store one of the handsomest soda fountains to be seen in a day's journey. It is entirely of Italian onyx, fully equipped with taps and all the other requisites for producing the most delectable of hot weather beverages. Opposite this fountain is a long wooden counter which is doing duty until the new glass counters are installed. These will be used for displaying and selling the package goods which are shelved on that side of the store. One high glass display case is already in use at the end of the wooden counter, where boxed candy is attractively arranged.

An archway connects this part of the store with the tea room, where brown pebble glass door-windows and two more electric fans keep the air in motion in warm weather, and, being away from the sun, it is always cool. A wide mirror is hung on the wall of this room facing the entrance and is just one more item in providing the whole store with an appearance of spaciousness which is so enticing to customers wanting to select fresh, cool summer supplies.

Caters to Picnickers

Just recently a fine new bakery has been added to Mr. Chambers's equipment and there he makes all the pastry, cakes, pies, etc., which form the window invitation to passersby. With this equipment Mr. Chambers is able to make up special orders at any time to suit customers. He also does good business in the picnic season, which is almost all summer long, since there are so many fine picnic spots up the Ottawa River to which steamboats carry parties daily. For these occasions and also for such seasons as Christmas, Easter, and Thanksgiving, Mr. Chambers is always ready with a nice list of suggestions which he announces through the two town newspapers and displays in his windows.

Package Goods Trade Grows

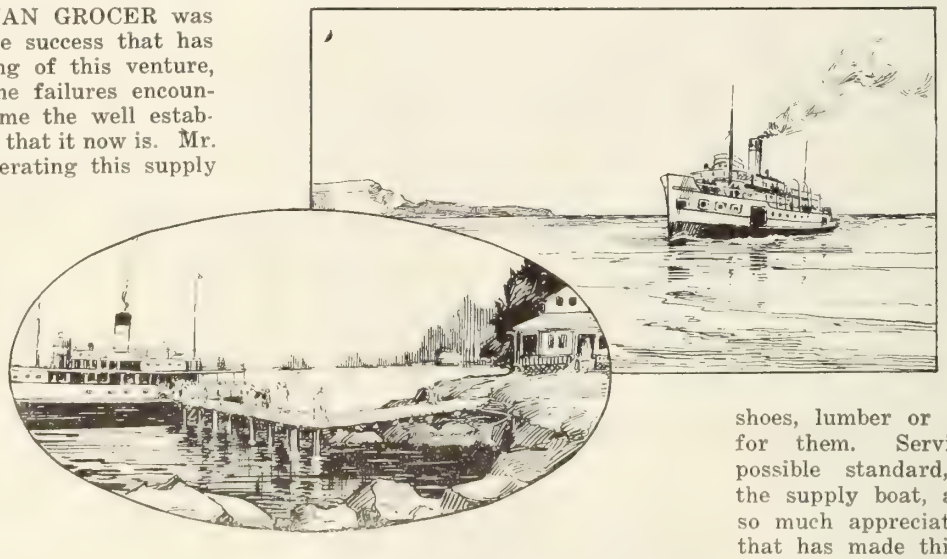
"The business which we do in package goods," remarked Mrs. Chambers, who has charge of the whole store, "is growing fast. People like to get a quantity not too much to keep conveniently in these days of more and more small houses and apartments, and they realize, too, the advantage of goods being put up complete in a modern factory and not passing through several pairs of hands and finally resting in the merchants' bins for perhaps months."

Str. City Queen a Model Grocery on Georgian Bay

W. E. Preston, Ltd., Midland, Ont., Covered Wide Territory in Summer Months With Supply Boat—Season's Turnover Has Averaged $30,000 in the Past, and a Busy Summer This Year is Anticipated

FITTED with all the completeness of real grocery and provision store, the supply boat, Str. "City Queen," operating out of Midland, and owned by W. E. Preston, Ltd., is possibly the finest of its kind on the Northern Lakes. It provides a splendid service to the hundreds of people that spend their Summers on Georgian Bay. It covers an extensive territory, from Midland as far as Sans Souci or Moon River, which is just 17 miles from Parry Sound. The long trip is made twice a week. These require two days, and on the remaining two days, a shorter "run" is made, taking in Honey Harbor, Drummon's Dock, and Minnicogashene.

In an interesting interview with W. E. Preston, CANADIAN GROCER was told something of the success that has followed the launching of this venture, also something of the failures encountered, before it became the well established, going business that it now is. Mr. Preston has been operating this supply boat for the past fifteen years, and when one considers that the turnover, the last few years, has approximated $30,000, one realizes something of the success that has been attained. It is estimated that on an average through the busy season, the City Queen serves over 5,000 people. Included in this number are eight large boarding houses and hotels, to say nothing of the large number of cottages. At the two docks in Go Home Bay alone, betwen five and six hundred people are served weekly. Of course, Summer resort populations fluctuate considerably, but the past Summer saw a greater influx of tourists than ever before, and right on through the season, there was maintained a population that exceeded all previous records. Hotels were taxed to their capacity, and cottages were all open, large house parties occupying many of them.



Difficulties Encountered

Starting in a very small way, 15 years ago, Mr. Preston certainly had his ups and downs, in getting the supply boat business on a sound basis. The Str. "Trader" was the first boat that was operated as a travelling store for the benefit of the Summer residents. The "Trader," a smaller boat than the "City Queen," was fitted up similarly, but it was during its regime, that most of Mr. Preston's bad luck in the supply boat business, was encountered. It was sunk on two or three occasions, the first time while going into Honey Harbor. Watermelons, canned goods, and anything that would float, went sailing over the lake, and this time the Indians made a great clean-up. Quite a loss was entailed, but on two other occasions similar occurrences were experienced. Once the supply boat sank in the dock, and a heavy supply of groceries was lost in the bay. These were the discouraging features, but Mr. Preston was undaunted, and with absolutely no exceptions, each summer he has operated this supply boat, for the past fifteen years. The service is one that is much appreciated by the Summer colony, and in Mr. Preston's opinion, provides a revenue that makes the venture exceedingly attractive.

Service of a High Order

A fully complete grocery store, moving from island to island in Georgian Bay, is the Str. "City Queen." Customers step on to it, and at once they are in a well stocked grocery store, equally as nice as they can find in their own home town. "We carry everything in the grocery line," Mr. Preston told CANADIAN GROCER. "We also carry meats, fresh smoked and cooked. Our refrigerator space is ample for good sized stocks, enabling us to give the best possible service." The boat is fitted with a counter, and other store accessories. The visitor for the first time is at once impressed with the fact that this is a real grocery store, modern in every particular. There is a fine silent salesman, in which is displayed the boat's stock of candy. Only the finest grades of candy are carried. Apart from the regular lines of groceries, an effort is made to supply all the needs of the cottagers. Fishing tackle, cameras and camera supplies, and in fact anything they want, is carried on this boat. "If we haven't got what they ask for," Mr. Preston remarked, "we take their orders and bring it to them on the next trip." From his department store in Midland, it is an easy matter to supplement the stocks of the boat, and if a cottager wants drygoods, boots or shoes, lumber or paint, it is procured for them. Service of the highest possible standard, is the slogan of the supply boat, and it is this service so much appreciated by the cottagers, that has made this Summer trade, the success it is to-day. Thousands of gallons of gasoline are sold by the supply boat every year, and this feature of serving the Summer residents is one that saves them much trouble and inconvenience. Mr. Preston told CANADIAN GROCER that the supply boat was a great feeder to the store at Midland. He stated that it can now be operated at a minimum of cost, the set-backs and losses of its earlier history having been overcome.

Freight and passengers are also carried on each trip. The boat is a double decker, and ample accommodation is afforded for a fair number of people. A dining room on board is an added feature, and tourists taking the two-day trip can have their meals on board.

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Selling candy is a feature in D'Argencourt's Ltd., Montreal. Candy and biscuits are prominently displayed.

Pulling in $500 Monthly for Candy

With the Best Candy the Biggest Seller, D'Argencourt's Registered, Montreal, Builds Sales Up to $500 Monthly — Makes a Special Effort to Stimulate Sales at Christmas and Easter

MONTREAL.—Five hundred dollars worth of boxed and loose candy is the total sales on the average, in the grocery store of d'Argencourt's Registered, St. Denis Street, Montreal. Quite an excellent amount of business in this department, and a turnover that naturally yields excellent reurns. For confectionery is one of the best lines, and one of the greatest profit yielders the grocer can stock, according to the experience of the firm, as well as the expressed opinion of many others, scattered throughout many parts of Canada. Candy is, indeed, coming to be an important and leading part of many grocery stores, and Mr. Trottier, the proprietor of this store, is delighted with his success in this line.

There are reasons, of course, when sales are heavier, Christmas and Easter holiday sales being stimulated by the holiday spirit. It is at such times that special efforts are put forth.

Makes Generous Display

Candy will not sell unless it is well displayed. That is to say, if this department is to enjoy growth there are a few things that must be borne in mind, some ideas to develop.

Shortly before the last Eastertide, in April, Mr. Trottier had an excellent display arranged in his large display window. This was arranged along generous lines. The whole window was given over to it, and boxes of tempting sweets were placed throughout the window. In carrying out this plan there was no crowding, no 'stuffing' of the window to spoil the impression. Various-sized packages were shown, and these were filled with a variety of soft and hard centre confections. Then, too, there were glass-filled jars, and to finish off the Easter spirit in this display, chocolate Easter eggs were exhibited in their original cardboard boxes, with a 'nest' of excelsior. Surely the effort was splendid, and a neat card, "Joyeuses Pacques," suitably lettered in lilac or heliotrope shades, told the message.

A Good "Follow-Up"

Of excellent volue is this display window, and the advantage of display is fully made use of, in that inside arrangements carry the plan through, and help close sales. Note the fine cases that contain candy. Immediately to the right, as one enters, trays of loose chocolates are displayed in a high case, and have that "buy some" suggestion that is responsible for a big share of the weekly sales.

Then, again, full advantage is taken of the silent salesmen to display boxed candy. Note case diplays again. In one two and five pound packages, the sales are increasing, and this development has come through interesting the housewife. With the d'Argencourt firm the sales are mostly with households, making the mistress an excellent prospect for candy. Asked whether the telephone sales were of much consequence Mr. d'Argencourt replied that they were. And he also stated that the better candy is wanted, usually, and many leave the selection of this to the salesman. The important thing is that the quality must be unmistakably good. If any carelessness is per mitted in this respect, then the damage done is most difficult to repair.

$1,000 Worth Easter Eggs

In the window referred to, attention was called to the sale of Easter Chocolate eggs. "But we do not sell as many as we used to sell," was Mr. Trottier's comment when asked about this line. "They do not make them as they used

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Chinese Menace in Western Canada

Written for CANADIAN GROCER by E. H. Scott

Few Towns in West Without Quota of Chinese People

Have Invaded the Farthermost Outposts of the Peace River Country, and the Mining Camps

HOW many Canadians are aware of the fact that the invasion of Western Canada by the Chinese is now an established fact?

One hears a lot about the foreigner in the Prairie country—the European peasantry who are monopolizing their share of the land, demanding the highest prices for labor and developing slum districts in the larger centres, but practically nothing has been said about that more insidious invasion of the West by the Orientals.

A few years ago it was a popular fallacy that the severe cold of the Winters would forever keep the Chinese out of the West, but swiftly and silently they have poured in from the Coast until there is scarcely a town, village or hamlet that has not its quota of Chinese. They are everywhere in the West, even to the farthermost outposts of the Peace River country, and far north in the mining camps. They practically control the restaurant business in the West, compelling hundreds of hotels to close their dining rooms since they are unable to compete with them. In many places they are operating the hotels, while there are numerous Chinese confectionery stores, and a few Chinese general stores. Chinese laundrymen and clothes pressers are legion.

Restaurants in Chinese Hands

In scores of Western towns personally visited by the writer last Summer, there were found to be anywhere from three to five Chinese restaurants. In many of these towns the hotel dining rooms were operated by Chinese by special arrangement. In their restaurants they handle many of the legitimate lines formerly handled by the merchants such as candy, fruit, cigars, tobaccos, canned goods and groceries. They are often termed "blood-suckers" on the community. The hive together frequently in none too clean places where they do business. They have no interest in the life of the town. They spend little for clothing, food, or luxuries. They hoard their money for the happy day of the future when they return home.

In a very great number of cases they do not even buy their supplies from the local merchants, but direct from the wholesale houses. The first indication that there was some alarm at the growth of this Chinese population and its inroads on trade was shown at one of the convention of Western Retail Merchants' Association last year. Here the matter provoked a long discussion, and resolu- were passed calling the attention of the Government to the situation. While I was in Medicine Hat last July I was informed by the secretary of the Retail Merchants that the matter had been brought to the attention of the Manitoba Provincial Government. He said a reply had been received that the matter was being investigated, but nothing further has been heard.

That there is some alarm at the growth of the Chinese population in Western Canada, there is no doubt, but there has been little or no action taken in regard to the situation. A long discussion of the matter took place at the convention of the Western Retail Merchants' Association last year. Resolutions were passed, calling the attention of the Government to the menace. The question was to have been investigated, but nothing further has been heard. For a brief time, an attempt was made, with some success, to fight this Chinese invasion in the town of Cabri, Saskatchewan. In the premises formerly occupied by a restaurant is now located the Post Office. The Chinese are also operating general stores in the West, although the number of them is not so large as in the case of restaurants and confectionery stores. It is a popular belief that rich Chinese syndicates control the Chinese business in Western Canada on the chain system. This is the only solution to the problem as to how the various enterprises are financed.

Westerners are Tolerant

The generous nature of the Westerner is helping the Chinese to entrench themselves solidly in business. In most towns it is customary to fraternize with the Chinese. They are made to feel at home. They are addressed familairly by their first names and they are exceedingly well patronized, for having practically little expense, and employing as they do cheap Chinese labor, they can afford to put up cheap meals, and none can compete against them. Wherever one meets commercial travellers, the Chinese situation comes under review, for it is sometimes a galling thing to be directed again and again by hotel proprietors to the Chinese restaurants as the only eating places in town. The Chinese are slowly throttling the hotel business. Since prohibition came into effect, thereby ending one of the chief sources of revenue for the hotels, about all they had left as a money-making proposition was the dining room and the soft drink and cigar trade. These Chinese have taken control of this end of the business.

Chinese Control Practically All the Restaurants

Many Are Handling Legitimate Grocery Lines, Such as Candy, Cigars, Fruit and Canned Goods

The development of the Orientals as business men is almost uncanny. It is a popular belief among travellers that rich Chinese syndicates control the Chinese business in the West on the chain system. This is the only solution of the problem as to how the various enterprises are financed. There appears to be some underground system of scouting for Chinese business locations. Not a town is left uncovered. If a new railway line is projected, the Chinese restaurant keeper will usually be found far in advance of steel in the new settlements.

Start Business on Small Capital

They have the faculty of starting business on a shoe string. Given a small vacant store, some second-hand lumber, a few dishes, and some pots and pans, a Chinaman has the wherewithal to make a start. Invariably he puts up a lunch counter, then a series of rough stalls down one side of the store, curtained off and equipped with oilcloth-covered kitchen tables. Some kitchen chairs complete the ensemble. The rest follows in due course, including a soda fountain, a line of cigars and candy and fruit. In the meantime the Chinaman can live on practically nothing. His place of business is his home. He can live on a few cents a day for food, and his bill of expenses for clothing and amusement is nothing. Their restaurants, with curtained dens, become meeting places for the youth of the town. They keep open night and day. They are on the job all the time, taking no part and having no interest in the community life beyond what it can yield them in dollars and cents. They take everything and give nothing in return.

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Selling Bananas at a Profit

Refrigerator System Renders the Handling of Fresh Fruit Profitable in Hot Summer Months

THERE are just four reasons why we can make a success of our banana business in this store," replied Geo. Barron of Robt. Barron Co., Ltd., Yonge St., Toronto, when asked by CANADIAN GROCER as to how they increased sales of bananas. "In the first place we have one of the best and most careful fruit buyers in the Province. Knowing just when, where and what to buy is most important. The amount to buy is largely determined by the sales and the facilities for handling fruit. Secondly, we have the facilities for taking care of any amount of fruit. Our bananas are only in the store during the day. They do not hang in the sun and at night they are taken down to our special refrigerating room. Here they are kept from over-ripening and spoiling Customers, thoughtlessly, are tempted to handle and pinch bananas. This practice costs the grocer money and customers, can, by a polite suggestion, either by word or by a dainty card, be reminded of the damage and the practice is thus stopped. The public takes the suggestion very kindly if given in the proper spirit.

Buys Only the Best

"Thirdly, we only buy the best fruit but aim to do so only at a careful price. It is much better, if necessary, to charge the people more than the prevailing price, and give the best quality. We find that it is cheaper to always handle the best. It is certainly the most profitable in the long run. The customer remembers the quality of the goods long after they have forgotten the price. The best is always the cheapest both to the grocer and to the customer. It creates confidence. Gradually a name of handling only high-grade goods is developed and that is a big factor in the grocery business.

Display an Important Factor

"The fourth and last reason for our success in handling bananas is the way we display them. This is not necessary always in the window. Bananas are better kept out of the sun, particularly if they are ripe. It is an easy matter to rub over a stock lightly once a day with a damp cloth and so remove all dust and freshen the color. Aim to make bananas an extra sale every time. They may be hung in a conspicuous place without being in the way. Our plan is to hang the stocks over the table where we display the oranges. They then are out of the way, yet in their natural place. It always pays to make a study of every line in the grocery business. It can always be developed just a little bit more with a little bit of effort and enterprise.

No Loss on Fresh Fruit

For the purpose of eliminating the loss on fresh fruits, French & Co., London, Ont., have built in the rear of the store a large refrigerator similar to the kind usually seen in a butcher store. This refrigerator measures 7 by 9 feet inside, and reaches to the ceiling. The side facing the interior of the store is almost entirely of glass. It is arranged like a show window, including electric lights. This window is kept dressed with fruits and when the lights are turned on it is an attractive sight.

Saving of Fruit a Big Factor

"The cost of installing this refrigerator has been more than repaid by the saving of fruit that otherwise would have spoiled. Particularly is this true on imported strawberries," stated Mr. French to CANADIAN GROCER. "They are shipped in refrigerator cars and therefore will not keep many hours after being taken from the cars. We sell a great quantity of them. Our sales average 400 boxes a day as long as the season lasts and we often buy, when the market is right, 40 cases at a time, and then when the local berries arrive, we invariably have as many as 2000 boxes come in in the late afternoon for the next morning's trade. If the day happens to be extremely warm, you can readily imagine what would happen to the berries if they were left piled up in the store over night. Placed in the refrigerator, the fruit comes out in the morning in as fresh a condition as when first picked."

"There is another advantage," continued Mr. French, "in having this refrigerator. We often keep fresh fruit long after the season is closed and therefore have lines to sell that other stores do not have and, of course, incidentally we get a larger profit."

Have Goods That Are Scarce

French & Co. handle fancy groceries and fruits and pay particular attention to goods that are scarce and they seem to have the happy faculty of procuring goods when they practically off the market. For example, French cherries have not been offered to the trade for many months but this firm had a nice display in a case in the store. At another time, when there was a dearth of figs and dates, French & Co. were never out of them, probably due to their forethought in buying sufficient quantities to carry them over, and also to having proper facilities for taking care of the stock.

CHINESE MENACE IN WESTERN CANADA

Continued from page 136

Unlike the Greeks and Italians, who have established high-class eating houses and confectionery stores at Western centres, the Chinaman seems incapable of operating anything of the kind. Nevertheless there are Chinese restaurants where an attempt is made to raise the standard, and where typewritten menu cards are now the rule. In the basement of one of the finest hotels in Calgary there is a restaurant operated by Chinese in dress uniform.

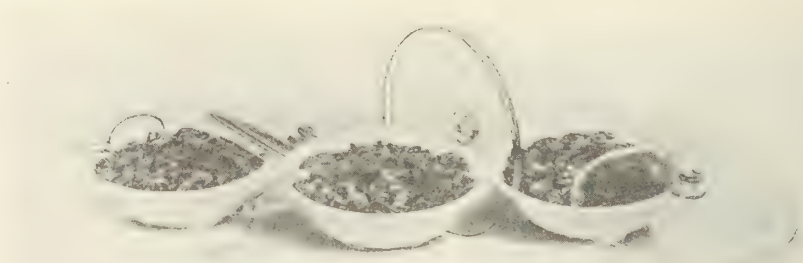
One could go into details with regard to the foothold the Oriental has in the West. It is only the traveller who systematically visits all towns who fully realizes the scope of their invasion. They are as much a part of every town as the local implement house—quiet, wise-looking yellow men who constitute a silent force that is rapidly growing and developing. To the West they present about the same problem as an unsportsmanlike poker player at a stag party, who is unpopular because he never gives the other fellow a chance, forever staying out until he gets a big hand. The Chinaman sits in at the game of business like a pot hunter. He refuses to have anything to do with other merchants. He does not aim to let the community have any part of his earnings.

There is this to be said for the Chinaman, however, that he shows rare courage and pluck to face the risks of business against the odds and handicaps that beset him. He must first learn the language, and in this, by the way, he is aided by kind-hearted, well-meaning church people, who teach him in Sunday School. Then he must face the business adventure in a strange community with little capital. It is more or less a commendable trait in him that he seeks to enter business for himself rather than work for wages as does the average white man, and it is also commendable that he has dispensed with the queue and assumed the dress of the Westerner.

Unlike the European foreigners who produce on the land, these Chinese produce nothing. In the case of the Europeans there is the prospect of their being gradually assimilated by means of education of their children in the public schools, but the Chinese can never be assimilated. As they increase in numbers their problem will increase. One thing is certain, they are located all over the West to stay. What is the West going to do about it?

Proper Care in Handling Pickles to Realize the Greatest Profit

Avoiding Waste is Important and Reliable Pickles Must be Bought—Greater Attention is Required for Sour Pickles Than for the Sweet Variety—Value of Display in Creating Sales



One way to display pickles.

The accompanying story was written specially for CANADIAN GROCER by M. C. Hubell of the T. A. Lytle Co., Sterling Road, Toronto. Mr. Hubell is thoroughly conversant with methods of preserving pickles and his remarks on the care and handling of the same should be of interest to every grocer.

PICKLES are prepared in a variety of ways for sale in bulk in the store. The most common varieties are Sweet and Sour Gherkins, Midgets, Mixed and Chow and Sweet Mustard, and then there is the non-vinegar pickle—the delight of the professional man and the actress, the hope of the dyspeptic—the delectable Dill. The containers, found most satisfactory, are crocks of a gallon capacity, and oak kegs from 10-gallon capacity up to 40 or 50 gallons.

The interest of the grocer naturally centres around the best method of selling these goods at a profit. To sell at a profit, wastage must be avoided to the greatest extent.

Buy Reliable Pickles

The first essential in avoiding waste, is to buy the pickles that have a reputation as being reliable, and salable goods. Pickles bought cheaply are dear at any price and loss is to be expected, both of the goods and the good-will of the consumer. The real manufacturer of pickles selects his seed and his soil to get quality in his vegetables, and then he carefully prepares his product of pure ingredients under sanitary conditions, and the whole process from start to finish is under the supervision of his experts, who are paid to maintain the good reputation of the firm.

Caring for Sour Pickles

In sour pickles, the preserving agent is vinegar only. In cold weather, as a rule, there is no trouble, provided the grocer use ordinary common sense and does not place them against the radiator, hot-air register or near the stove, or where they will freeze. They should not be subjected to different temperatures; the store should not be above 60 degrees in the winter. In the summer, more care must be exercised. The safest plan is to have some kind of container holding a couple of gallons of the pickles, which will serve as a display jar. Fill this jar up every day putting the balance after the day's sale in the keg, which should be kept in the cellar, where the temperature is cool. This applies to winter also. If in spite of all precautions, a scum is formed on the top of the pickles, take the pickles out of the keg and wash them thoroughly especially the pickles near top then replace in keg after washing carefully and add fresh vinegar sufficient to cover them. Do not at any time let the pickles get bluched up around the sides of the keg where they will be dry. When the day's supply is taken out to be put in the Display Jars, level the pickles so they are under the vinegar. If in a few days after washing them they proceed to cause trouble again inspect them and if you find some of them slippery or very soft so they fall apart on being squeezed, then the best thing is to do is lay for the fellow that sold them, provided you have taken proper care of them and have not had them longer than the guaranteed period, which as a rule is four months from date of shipment, and sixty days in the case of dills.

A FEW PICKLE DON'TS

DON'T be afraid to buy a 10 gallon keg. It is a safer package to handle and you can sell the keg.

DON'T leave the keg unopened.

DON'T fail to stir all the pickles on opening.

DON'T, when the first scum comes on sour pickles, stir it up with the rest of the pickles. You have heard of the ostrich burying its head in the sand. The acts are synonymous.

DON'T leave your paper pails standing top side up so the dust can settle in them after the boy sweeps up at night. Stand them bottom side up. Remember some of your lady customers may have a keen imagination.

Displaying Dills

On Dills, a scum forms vehy readily but it need not worry you at all except for appearances, as the uninitiated customer may not understand it. The best way to handle Dills is to lay a cotton cloth on the surface of the pickles, then place the head of the barrel broken in two pieces over this and place a stone, preferably a piece of granite or what is known as a hardhead. The scum is then on the top and will come away with the cloth. Dill pickles displayed on the counter should be put out dry, preferably on a generous sized platter, and returned to the keg at the close of every day's business. But if you insist on showing the Dills in brine, then strain the brine through a couple of thicknesses of cheesecloth when it gets troublesome.

A little midget fly that continually buzzes around the bananas has developed a liking for your pickle keg, particularly sours and dills, when she desires a good home for her young. If you allow your pickles to become so bad that they attract her she will not hesitate to find a way in. Very shortly you will have little worms about one quarter of an inch long or less to contend with, and you will have to be extra careful in the washing of both pickles and keg.

Don't place your pickles near the bananas; agitate your pickles every day and no trouble will ensue

Sweet pickles are easier to handle and require less attention. They are preserved in vinegar with a very heavy sugar content. Strange to say, the midget flies trouble them hardly at all.

Many different devices are on the market for displaying bulk pickles but apparently the most satisfactory article for this purpose consists of a store-ware bowl about 15 inches in diameter made to sit in the top of the 10-gallon keg and is covered by a plain glass top with a handle, through which the pickles are shown in a very tempting and sanitary manner. A small glass dipper with a hole in the bottom for draining gener-

ally accompanies the outfit. These are for sale by some of the larger packing concerns. With this display outfit set up in a keg on which is tacked a colored card indicating the kind and price of pickle displayed. and the whole placed on a paper-covered box so that the pickles are about flush with the top of the counter. you have a silent salesman that will reduce your waste to a minimum and will enhance your pickles sales wonderfully. You may have only a couple or three gallons in the keg (the balance being in the basement) and so the element of risk is reduced very considerably.

Selling Left-Over Liquor

Some grocers sell mixed pickles by the pint and quart and gherkins by the dozen. while others sell them by the pound. In selling by the pound, the paper pail is included with the pickles, and generally the price can be the same as by the pint or quart. Ordinarily, some sweet liquor is left over after the pickles are sold. Strain this and bottle it and the women will be pleased to buy it in summer for salads. etc.

When the bulk pickles are first opened they should be stirred thoroughly. It is a fact that they happen to have been standing on the same end for some time, the virtue of the vinegar to a great extent settles to the bottom of the keg. You will improve their flavor and keeping qualities by a thorough stirring. Bulk pickles are not troublesome when handled with care and where set up as outlined they enjoy a steady sale and prove as profitable as any article in the store. The expense of providing proper display outfits is a very small matter in comparison to the expense entailed in furnishing containers for coffee, butter and meat departments and the margin is much greater.

Not many people go to a store with the express purpose of buying pickles. They may go after flour, tea, bread, jams —these are staples—but they need reminding about luxuries. They will frequently buy pickles if they see them temptingly displayed and know that the brand assures the quality. Care and cleanliness, therefore, from start to finish must be a factor in the sale of bulk pickles, if they are to appeal strongly to the appetite and purse of the consumer.

Eliminates Waste in All Bulk Goods

St. Catharines Merchant Pays Careful Attention to Weighing—Always Gets 100 Pounds of Sugar From a One Hundred Pound Sack—Sells Broken Biscuits at Same Figure as Whole Ones

GETTING one hundred pounds of sugar from a one hundred pound sack, sixty pounds of lard from a sixty pound pail, or, in fact, the full weight from any bulk shipment, is not always easy, and there are a great many grocers who maintain that it can be very rarely done. They contend that there is always a certain amount lost in the weighing out to customers, that a minimum of waste cannot be avoided, and a retailer must figure on some loss, at any rate, in the handling of these goods. As revealed in an investigation by CANADIAN GROCER some weeks ago, out of a large number of inquiries made, there were very few who claimed they could weigh 100 pounds of sugar from a sack purchased as that weight.

But an interview with George H. Sherwood, in his store in Queen St., St. Catharines, Ont., a short time ago, brought to light at least one grocer who pays considerable attention to this very necessary feature in the conduct of a profitable grocery business. Mr. Sherwood told CANADIAN GROCER that great care should be exercised in the weighing of bulk goods, and he maintains that if the sack of sugar or the barrel of biscuits is the correct weight on its arrival at his store, he can get that aggregate weight, in the distribution in small parcels, to his customers. An elevator in close proximity to the rear entrance of the Sherwood store, carries all sugar, biscuits in barrels, and similar bulk goods, to the second floor, where spacious quarters, allow for their storage, until time is convenient for weighing them out.

Along one side of the wall is arranged a long table, on which is fitted an automatic scale. "In the case of sugar," Mr. Sherwood told CANADIAN GROCER," we always weigh it out in two, four and six pound bags. The different sizes are piled neatly in sections on the long table, and the counters in the main store are supplied from here. Since sugar has been higher in price, people do not buy in such large quantities. A great deal of sugar is sold in two pound lots, and also in four pound sacks. In having a man weigh up this sugar away from the main store, and uninterrupted by the requests of customers, he is able to give proper care and attention to the weighing. and in this manner, we are able to get one hundred pounds of sugar from the average sack."

Mr. Sherwood does not approve of weighing sugar over the counter. It is in this way that so much waste takes place. "A customer comes into the store," he said, "and asks for so much sugar. If the clerk has to stop to weigh it out, he not only loses time, but it is here that loss takes place. Perhaps, as it so often has happened on a busy day, a clerk in lifting sugar from a drawer to the scale on the counter, spills it in some way. Our plan avoids such accidents, and we always have sufficient supplies on hand, so as to always have it ready to hand out to customers."

Purchasing barrel lots of biscuits is very often done in the Sherwood store, and these are weighed out in similar manner to the sugar. "Very often we encounter a good many broken biscuits," Mr. Sherwood remarked, "but we do not sell them cheaper than the whole ones. We make a practice of putting a few broken biscuits in with the good kind. In this way, there is no particular objection on the part of the customer, and we are not suffering any loss. We are getting as good a figure for the broken stuff as for the perfectly whole biscuits."

In a sixty pound pail of lard it is so often asserted that such an amount cannot be obtained, the claim being made that so much must of necessity be waste. But what is true in the case of sugar and biscuits is also true of lard, bacon and ham. Mr. Sherwood always weighs out his lard in pound and two pound parcels. He does not handle it from the pail as the customer requires it, but has it wrapped in butter paper in the refrigerator. In bacon and ham he has no trouble selling the ends, that are sometimes a source of worry to grocers. Like the biscuits he puts the small pieces in with the good ones, and sells them all at the same figure.

Methods as outlined in this article of getting full measure in weighing out bulk goods is one that should recommend itself to the average grocer. George H. Sherwood, of St. Catharines, does not lose out on a one-hundred pound sack of sugar, or on a sixty-pound pail of lard. Careful handling of these goods eliminates waste, and the accompanying article outlines methods to counteract loss in this way, and shows how broken biscuits and the ends of meats can be sold at the same figure as the better goods.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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EDITORIAL NOTES

SELL what the people want. Sell it the way they want. Keep the kind of store they want. If you study your customers, learn what they want and supply it; you will make a big success. It's up to you.

* * *

"HAVING discovered exactly what can be done with one staple commodity, devote yourselves to that every day and every week, then seek out every other thing on which you can show similar earnings and push that, too. Thus shall you be working for real profit—not merely for volume, nor for fun, nor your health."—Paul Findlay.

* * *

THINK of your business always as one returning you a liberal net profit. Buy weekly. It is better to buy often than to overload with stock that is not moving. Push some lines all the time. Specializing is good business.

* * *

SUMMER lines offer opportunities for quick turnovers at good profits. Are you, Mr. Grocer, going to make the best of them this coming season?

THE ANNUAL SPRING NUMBER

THIS issue of CANADIAN GROCER is the thirty-fourth annual Spring Number and is the earnest effort on the part of the staff to present to its readers an issue that will be read with pleasure and profit and afterwards used from time to time for reference.

The purpose held before us in gathering together the material used in this big issue was that practical suggestions, ideas and methods of aggressive merchants from all over the Dominion could be presented in a form that could be utilized to the best advantage.

This is the result of many trips on the part of the editorial staff to various parts of Canada, that the best stories might be obtained. All preaching and theorizing so often found in the pages of trade papers is eliminated from the pages of CANADIAN GROCER.

Special attention should be paid to the articles dealing with the spring and summer selling suggestions that have been successful with other merchants. The window displays and store layouts are also worthy of special mention. There are also articles containing suggestions on advertising and others in reference to buying. All of which is useful information and we heartily recommend all merchants to pass this issue on to the clerks that they also might profit by the experience of other merchants outside their own line of vision.

WEEKLY HALF HOLIDAY

WITH the approach of the summer months the weekly half holiday question comes prominently to the fore. For some years past CANADIAN GROCER has issued a booklet for the convenience of traveling salesmen, giving names of cities and towns with information regarding weekly half holidays. The fact that several thousand copies are required each year to supply traveling salesmen indicates that a large army of men is greatly affected by weekly half holidays. Reference to this book, however, shows that the holidays are spread over practically the whole week, from Tuesday to Saturday. This represents a tremendous loss of time and money to traveling salesmen, manufacturers and wholesalers. Trips are badly disorganized, general confusion reigns in the traveler's life during the summer months.

CANADIAN GROCER would welcome suggestions from travelers and retailers as to how the present unsatisfactory situation could be remedied. A uniform weekly half holiday has frequently been suggested for all towns and cities. Perhaps a good discussion of the matter would help towards a solution.

EVER HAVE THIS EXPERIENCE?

WITHIN the past week or so the New York "Sun," the New York "Herald" and the Quebec "Telegraph" have drawn attention to the matter of sending postage stamps when replies to communications are wanted. And in this matter grocers are interested, inasmuch as they frequently get letters from "the other side" enclosing stamped and addressed envelopes, the latter bearing stamps which are of no earthly use in Canada. It can hardly be supposed that Canadians are, generally speaking, better informed upon things American, such as the postal regulations of Canada and the United States respectively, than are the people of the country to the south, but it is a fact that Canadians in the U.S.A. are credited with never affixing Canadian postage stamps to their letters, while it is said to be a constant occurrence to find Americans in Canada using United States stamps on letters posted by them in this country, and Americans in the United States sending addressed envelopes with United States stamps affixed for replies from Canada, notwithstanding their absolute lack of value in this country. It is inconceivable, almost, how anyone can do this, yet every man in business has addressed envelopes come in every week with stamps affixed which are utterly worthless on this side of the line.

INCREASING SALES

"THE best time to increase sales is before you have to." The foregoing remark, credited to a remarkably successful business man, emphasizes a point which is kept clear to the forefront in the mind of the grocer at this season. There is no good reason for pessimism of any kind at the present time. The outlook for the balance of 1920 is exceedingly bright. At the same time it is advisable to "cash in" right now on all the business that is available. There are very few merchants or salesmen who cannot, by a little extra effort, greatly increase the sales volume during the spring and summer months. Extra effort exerted at this time in selling and collecting will enable a merchant to build up a reserve which is bound to come in useful later on.

SUCCESS AND PROFITEERING

BARON LEVERHULME, of Sunlight Soap fame, recently referred to the prevailing habit of branding the successful business man as a profiteer. The spirit of to-day is one of cupidity and jealousy, he said, adding, "A feeling is running through the country that the primary sin of a business man is success. The man who has the ability to create, develop, organize and produce is considered as one who must be specially curbed, checked and controlled.

"Our war debts have to be paid by the persistent efforts of all to build up an enormous home and an enormous export trade. Taxation of wealth only means taking money out of one pocket and putting it back into another.

"The greatest disservice we can do the nation is to preach the doctrine that success is profiteering. There should be no interference with the enjoyment of the fruits of industry during the life of their producers."

There are many highly successful business men who have never been in the profiteering class, and there undoubtedly has been in Canada, as well as in England, a popular habit of describing as a "profiteer" almost every business man who, during recent years, has made a success of his business.

Soda Fountain Sells Groceries

R. N. Schefter, Mildmay, Ont., Proves by Experiment That His Soft Drink Trade Boosts the Sale of Groceries

"I KNOW that my ice cream and soda fountain business brings trade to my grocery department, because I have proved it to my satisfaction," spoke R. V. Schefter, of Mildmay, Ont., to CANADIAN GROCER in the course of a recent interview. Mr. Schefter convinced himself of this fact in this way. For a period of two years, he was not handling ice cream. He did not have the fountain at the time, and he thought he would discontinue the ice cream trade. "But I found my grocery business was not nearly so large as when I had the ice cream," he said, "and I started selling it again, installing a fountain and also stocking a full line of soft drinks and light beers. I made an interesting experiment last year with this end of my business and I realize now what a real revenue producer this department can be made. Apart from the benefit of a soda fountain, in the way of a stimulus for a larger turnover in groceries, this ice cream and soft drink trade has netted me a good profit. From May first until December 31st last year, I kept close scrutiny of receipts and expenses from this source. After deductions for labor, rent and little incidental items that rightly were charged to this department, I found I had a profit of $800. Is it not worth while?" Mr. Schefter asked, and the CANADIAN GROCER representative was convinced that grocers who are combining an ice cream and soda fountain trade with regular grocery lines are not making any mistake.

Grasping Opportunities

R. N. Schefter has been in business in Mildmay for the past 24 years. Mildmay is the centre of a prosperous farming community, and for a place of its size, possesses stores that would do credit to a much larger town. Mr. Schefter has not lost an opportunity in getting after trade that is merely waiting to be grasped. With this end in view he has not confined himself to groceries alone. His experience in ice cream and soft drinks is one instance of what he has done in this respect. Cameras, camera supplies, stationery, cigars and tobaccos, household remedies, class candy, printing and developing amateur photographs, are all a part of his business, and he believes all can be "run" in connection with a grocery trade, and not to the latter's detriment, but rather to its advantage.

Uses Counter Displays

"I have time without number seen instances where my grocery trade has been increased, merely because I have these other lines," Mr. Schefter reiterated to the grocer. "I do a great deal in the way of counter displays, all the time, always showing something in groceries, where it is going to readily attract the eye. Getting after catch trade has been followed with a good deal of success. We are situated on a much travelled road. We are on the main road to Southampton, a popular resort on Lake Huron, in the Summer months. Motorists are continually passing through here and since I have installed my soda fountain, I can say without any exaggeration that the majority drop into my store for ice cream, or a cold drink of some kind. It is in selling these people, to a very large extent, that the grocery trade is helped. With always something on the counter to attract their interest, invariably sales are made. It may be a bottle of olives, some certain kind of cheese, a box of good chocolates, or something that will add to the enjoyment of the picnic dinner that they are to have farther on in the country. In the Summer months I average ten cases of beer and soft drinks each week, to say nothing of ice cream and sodas. Post cards are also profitable. Motorists taking trips want to send cards back to their friends at home. Then the men want cigars and cigarettes. These too, are big sellers to the Summer trade.

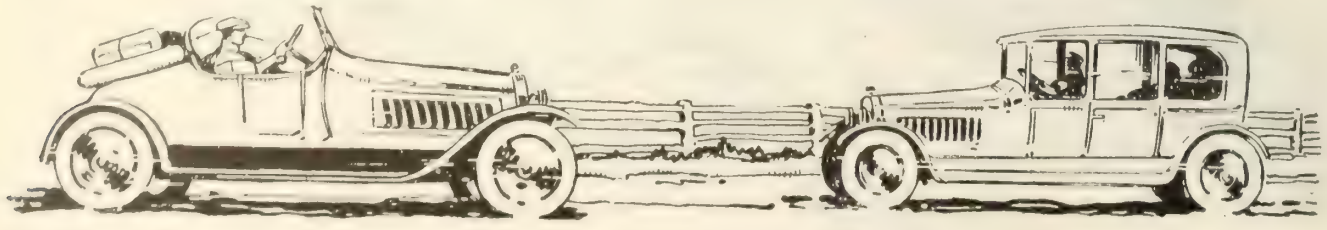
Heavy Sales of Candy

Silent salesmen are so placed in the Schefter store that people coming in can't fail to notice displays. To the left, as one enters, is a fine salesman, showing box and bulk candy, and to the right is one displaying cameras and camera supplies. Candy sales are heavy in the Schefter store, Mr. Schefter stating that since Christmas, his sales of candy have been approximately 750 pounds. His stock of candy, too, is chiefly of a high grade quality. The counter displays are frequently changed. Of course with the ice cream business, Mr. Schefter keeps his store open in the evenings, and he sells a lot of groceries at night. The farmers come to town, particularly the younger element, in the evenings, and the ice cream parlor is invariably their place of meeting. Mr. Schefter is also the agent for the Victrola. He sells a large number of records, and this too, is also a factor in building grocery sales.

Prohibition Boosts Soft Drinks

The advent of prohibition has undoubtedly in Mr. Schefter's opinion, been a "booster" for the ice cream and soft drink trade. It is not an uncommon thing, he says, to see elder men going down the street eating an ice cream cone and they are frequent customers for the light beers.

"All these departments can be run at a minimum of expense," Mr. Schefter remarked, in conclusion. "When we are busy in the grocery department, the help from the ice cream parlor can be diverted to the counter." There is in the Schefter store a room at the rear for the serving of ice cream, also an onyx counter with stools in front for those who wish to sit up to it. It is here that the Victrolas are also shown, while on the opposite side to the grocery counter are the show cases, with cameras and cigars and on the shelves, stationery, current magazines and drug sundries. A few years ago Mr. Schefter went to Rochester and took a course in photography at the Eastman Kodak plant. His work in printing and developing is on a fairly large scale, last season's turnover being in the neighborhood of $500 from this source alone.



Where Store Equipment is a Factor

Refrigerator, Silent Salesmen, Modern Counters With Bins, Computing Scales, Meat Slicer, Computing Cheese Cutter, All Combine to Give Service in the Store of R. Snowden, Oshawa, Ont. —Disposes of Large Quantities of Fruit in the Summer Months

MODERN fixtures play an important part in the store layout of R. Snowden, Oshawa. Located on the main street and no far from the residential district, it is possible to cater to the class of people who appreciate a store of this kind. It is equipped with modern conveniences for the purpose of handling foodstuffs in a clean, sanitary manner. The complete arrangement of the store is a little out of the ordinary in grocery, and makes for a very neat appearance.

Arrangement of Counters a Feature

The centre service is unique, in that it leaves the side shelves, which completely encircle the store, open to the customers, who are free to examine the goods at will, and of course has a tendency to promote sales. On this centre serve system Mr. Snowden told CANADIAN GROCER that the idea of placing the counters in the centre instead of on the side of the store as is the usual case, has proved to be very satisfactory. The shelves being handy to the customers has its advantage, in that customers often bring the goods themselves over to the counter to be wrapped, thereby greatly assisting us during the rush hours. The centre counters are modern in every way, being equipped with different size bins which are used for goods that are mostly in demand, and especially bulk goods that require weighing. On each counter is an up-to-date computing scale. On the end of one counter is a computing cheese cutter in a case. Across the front of the store and forming one side of the centre service is a refrigerator silent salesman used for displaying cooked meats and bacon, and on top of this is the cash register. "Everything right at our finger tips," said Mr. Snowder.

Equipment That Counts

Near the entrance is situated the meat counter and close by is the meat slicer mounted on a pedestal The window near the meat counter is used for displaying bacon, cooked meats, butter and eggs, and has been the means of greatly increasing the profit from this department.

On one side of the store is a biscuit cabinet accommodating sixty tins with glass-covered bins below for biscuits in wooden boxes. Along this same side there is also a glass case for bread and one for cakes.

One window is used for displaying fruit, and this part of the business plays an important part in the Snowden store. Oranges, grapefruit and lemons, with a backing of prunes and figs in boxes made a very attractive window display and was the means of making many extra sales.

During the summer season large quantities of the various of fruit are disposed of. "I buy all the small fruits direct from the grower, getting fresh supplies every day, and when a car of the larger fruits such as peaches, plums and pears arrive, I go personally to the car and pick out each basket. In this way I know exactly the kind of fruit and see the quality before buying. There is no doubt that a lot of money can be lost in the fruit business, but by careful buying as to quantity and quality and to the method of handling there is also a good profit to be made."

Store equipment is a big feature in this store. Interior of R. Snowden's store at Oshawa, Ont.

Unique Equipment Facilitates Business in Hare Bros.' Store

IN THE store of Hare Bros. at Bracebridge, Ont., is an arrangement of pipes from the store room on the second floor, to the scales on the counter, for the conveyance of sugar, rice and beans. By pulling a lever, these goods drop into the bag, and are immediately weighed. There are three pipes alongside each other, and the filling of orders for these lines is greatly facilitated. The pipes are not directly over the scales, but just to one side. It is a most convenient system, and on a busy day, when there is a great rush of orders to be filled, business can be handled expeditiously. A similar arrangement down the side of the wall, at the rear of the counter, provides chutes for oats, wheat, barley, and buckwheat. The chutes are all fed from bins on the second floor. Shipments of sugar, and grains are carried to the second floor by an elevator, a big convenience in the successful working of the chute system.

The whole store of Hare Bros. is one that is designed for the quick handling of trade, and modern equipment and labor-saving devices are much in evidence. Two silent salesmen are used for display, and Hare Bros. also lay great stress on the importance of the two front windows for this purpose. These windows are run on pulleys and can be easily raised. In the summer months, when there is a great deal of fruit and vegetables for sale, the sliding windows serve a very useful purpose, and sales are made right on the street. In the winter months, large quantities of fish are sold, and fish boxes for the showing of the different varieties are arranged along the front.

Delivery is also on a systematic basis, and two trips are made in the day. The town is divided into three parts, and the deliveries are at nine, ten and eleven o'clock in the mornings and at three, four and five in the afternoons, each section having a certain hour. Customers are familiar with this schedule, and give their orders accordingly. There is no Saturday night delivery.

SUPPLY BOATS SERVE THE ISLAND

(Continued from Page 131)

time. When Mr. Hanna first went into the supply boat business, it was in 1888. He first rented a steamer, and ran it four days a week. We didn't carry much in those days, and we used to take it off the boat every night. A few years later a larger boat was rented, but unfortunately this boat was burned. The hull was rebuilt and lengthened, and it was specially fitted for carrying supplies. In 1909, the "Newminko" was built, and two boats then provided the service. Three years later the "Mink" was constructed, taking the place of the older one, and now these two fine crafts of steel frame, ply these waters in the interest of Wm. Hanna & Co."

Pioneers in Supply Boat Business

Wm. Hanna & Co. are pioneers in the supply boat field in Muskoka. The trade has grown enormously from its first inception, and with the ever-growing Summer colony comes greater and increasing business. Even though it was the end of the season, and many of the island homes were closed, it was evident to the newspaperman, that the trade transacted by these boats is by no means on a small scale. Calling at the individual islands, the "Newminko" must have made between thirty and forty calls on this day. "We endeavor to give the tourists and the Summer residents, the very best service possible," Mr. Hanna remarked, in discussing this feature of his business with CANADIAN GROCER. This was evident in the well stocked shelves and counter and people coming on the boat at the various islands found little difficulty in filling their needs. The supply boat carried everything in the way of groceries and meats, and anything in the other lines that was required, could be ordered, and it was delivered on the next trip. "Our customers come right on the boat, and have every opportunity to see what they are getting," Mr. Hanna continued. "We have things fresh and good and we do not fear city or town house competition. People naturally expect to pay a little more for goods sold and delivered to their islands, but the extra charge has been no bar to business."

Selling Ability Counts

The CANADIAN GROCER representative witnessed the turnover of large orders of groceries, and selling ability figured largely in stimulating sales. Mrs. —, for example, came on to the "Newminko" and purchased a full line of groceries, and was influenced to buy goods, that she possibly would not otherwise have thought of, had it not been for the suggestion of the alert salesman. Expense does not seem to be a factor in the purchasing of the average Summer resident, as was apparent, in the lavish manner in which customers bought their groceries. "We have proved to our Summer clientele that they can buy to better advantage from our supply boats, than they can from the mail order houses," Mr. Hanna added, "and that the service is appreciated, is demonstrated in the growing patronage."

FIRM ESTABLISHED IN 1881

The general store of W. Hanna & Co., at Port Carling, was first established in 1881, by Wm. Hanna Sr., starting in a small way. The present premises have been enlarged two or three times, and the departments embrace groceries, hardware, dry goods, boots and shoes, china, and the Post and Telegraph Offices are also located here. The firm consists of the father Wm. Hanna, and his two sons, W. F. Hanna and W. A. Hanna. In the busy Summer season, a staff of thirty is carried, but in the winter months, this is greatly reduced.

Customers Have Choice of 3 Rebates

George H. Sherwood & Co., St. Catharines, Ont., Has System of Rebates in Operation in Their Store—Was First Introduced to Meet Competition of Trading Stamps

GEORGE H. SHERWOOD & COMPANY, St. Catharines, Ont., for some time past have had in operation in their store a system of rebates to customers that Mr. Sherwood claims has been worked with a good deal of success. It is briefly this plan: The customer has the choice of three rebates, cash, groceries or furniture. If cash is taken, three cents is allowed on every dollar; if groceries, value is returned to the amount of four cents; and if furniture, the rebate is the equivalent of five cents. The second floor of the Sherwood store is devoted to a fine display of furniture and household articles. Quite a number of customers take advantage of this opportunity to secure furniture, and Mr. Sherwood believes that this service is not only valuable as a stimulant to his grocery trade, but that it is thoroughly appreciated by the public.

"This system of rebates was first introduced," Mr. Sherwood stated, "to meet the competition of trading stamps a number of years ago. My father, who did not approve of trading stamps, launched this scheme, and we have long since been convinced of its value as an attractive factor in bringing trade to our store. That it has not only survived, but has developed and grown throughout a long period, is possibly the best testimony as to its usefulness in our business."

A Great Believer in Display

Within comparatively recent date, the Sherwood Company moved into new premises on Queen street. Quarters that are spacious and commodious, arranged with all the convenient devices of a modern city grocery, attract the eye. The arrangement of the interior, with the idea of setting forth the stock to the best possible advantage, might well be copied by a great many grocers, looking for better ways of improving and rendering more attractive their stores. "We are great believers in display, as an inducement to better business," Mr. Sherwood remarked to CANADIAN GROCER. "We change our windows every week. We keep our showcases at the front of the store constantly renewed with fresh stock." One showcase, in which is shown a high-grade chocolate, is a productive source of trade, and Mr. Sherwood told the CANADIAN GROCER representative that they sold on an average fifty pounds of chocolates weekly to their regular customers. "We also keep a large table in the centre of the store for purposes of demonstration and display. We aim to have as many demonstrations as possible, and any new goods that recommend themselves to us, and the manufacturer desires to demonstrate them practically, we are glad to have the demonstration in our store."

FURTHER ADVANCE IN STORE-EQUIPMENT LIKELY

In discussing increasing costs of goods since 1914 and 1915, a manufacturer of store equipment gave CANADIAN GROCER some very interesting figures the other day. This firm makes store counters. Their list in effect this year shows prices 80 per cent. higher than in 1915. That is, a counter selling at $5.00 per foot then, now sells at $9.00. This is a reasonable advance when one considers that oak selling in 1915 for $35, $45 and $65 per M. for common, selects and firsts and seconds now costs the manufacturer $150, $190 and $210 per M. Basswood that cost $28 and $30 in 1915 now costs $75 to $80 per M. Pine culls and spruce have doubled in price. Glue has advanced from 13c to 38c per lb. Hardware is up about 100 per cent.; oils, turpentine, varnishes, fuel, cartage, taxes, etc., about 100 per cent.; glass 300 per cent.; labor 125 per cent. in wages and this manufacturer states with 20 per cent. less production. Show cases which are 60 per cent. glass change in price with the fluctuation in glass.

Church Sales in Store

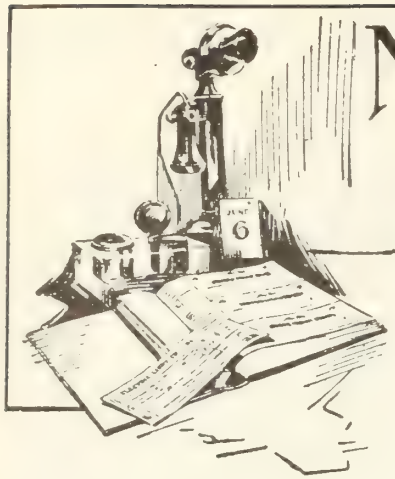
Inviting ladies' organizations in the city churches to hold their sales of home-made cooking in the store on certain Saturday mornings is also done by Mr. Sherwood. "Co-operating with these societies in this way is good business," Mr. Sherwood added. "These sales bring a lot of women to our store and a proper display of goods, once they are here, induces buying. Besides, the good-will created, by permitting these sales, is worthy of consideration, and customers are often permanently gained in this manner."

"Our policy is to endeavor to give our customers what they ask for," Mr. Sherwood replied to the query of the CANADIAN GROCER representative as to whether he made a practice of introducing new lines to any extent. "But, of course, if there is a new line comes on the market, and it recommends itself to us, we display it and talk it to our people. Recently we had a certain kind of jam that was moving slowly. We put it out on the table in the centre of store and it was remarkable how quickly it was disposed of."

Handles Goods Easily

The facilities for handling goods in the Sherwood store are worthy of note. Storage space is amply provided for, not only in the basement, but in the rear of both the first and second floors. An elevator carries stock to the second floor. Here all sugar is weighed out and parcelled, and consequently is never handled over the counter. What this means in the actual saving of time on a busy day and in the elimination of waste is of inestimable value. Likewise a number of other bulk lines are prepared beforehand for distribution. In the store itself the putting up orders by the clerks in wire baskets before they are gathered for delivery is also an innovation that is practical. This avoids mixing of orders, and renders the checking of the same much easier.

Attractive interior of George H. Sherwood & Co.'s new store at St. Catharines, Ont., where modern equipment predominates



Novel Schemes That Have Helped Business

An Advertisement That Is Unusual

Here is an unusual heading for an advertisement which was used by Carroll's Cash-and-Carry Stores, Hamilton, Ont.:—

This week six hundred cases ——. This corn is solid pack and unbleached. Just the corn as it comes from the cob. Before buying it we opened tin after tin. We also tried it on our own table and gave it to

others to try. Everyone who tried it pronounced it to be the best corn tasted this season. Despite this it is labelled "seconds" and the reason is this: In one end of almost every tin there is a dark spot, sometimes about the size of a pea, sometimes as big as a cent. What it is or why it is nobody knows. It is something that has been bothering canners this season both in Canada and the States. Analysts have not been able to determine its exact nature, but think it is something in the soil on which the corn is grown. It is not dirt and it will not hurt. All you have to do is to watch when you open the corn. If it is on the top remove it, if it is not on top empty contents carefully, watch for it and remove it if it is there. It will either be on the top or bottom if it is in the tin at all. I unhesitatingly recommend this corn as being good corn and tremendously good value at 13c per tin, or 2 tins for 25c.

Using a Pillar To Advantage

A post in the middle of a store is often the despair of a merchant trying to arrange his fixture. To use a pillar of this sort to the best advantage was a puzzler to the McTaggart store, Vancouver. Mr. McTaggart incorporated this post in a cashier's cage, which had to be built some place, anyway. The effect is far from disfiguring.

This Store Known by the Biscuits It Keeps

"This Store is Known by the Biscuits It Keeps," states the legend on the biscuit carton in a Vancouver grocery. "You mean the ones you sell," smiled one customer. "No," said the grocer, "by the ones we keep —WE KEEP ALL THE BROKEN ONES."

Puts a Sticker On Each Parcel

OUR APPRECIATION
of Your Purchase Sticks to
Every Package
JONES & COMPANY

The above is a gummed label, 1¼ by 2¾ inches in size, which is used to good effect by a grocer in Ontario. Every parcel that leaves the store has one of these labels attached.

Does Not Believe In High-up Displays

There is a grocer in Vancouver who does not believe in big displays of merchandise high up. The theory in this case is that it is not an advantage to put anything to take away the customer's attention from the merchandise for sale at her hand.

Let Customer Decide Fixture Locations

In a certain drug store in a Quebec town, the proprietor of the store lets the customer, so to speak, decide the location of his fixtures. Sounds a bit funny, doesn't it?

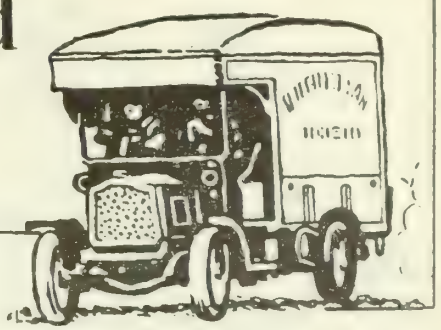
"I noticed," said this proprietor, "that when the average customer walked into the store, a certain pathway would be followed toward the counter, or the silent salesman used for serving. This made me decide to put certain cases there, right where the goods I wanted them to see would be displayed. And so I changed the location of another case,

and made changes once in a while, of the goods we wanted the people to buy."

A good plan this. Where do your customers naturally go after they have entered the front door? 'Tis an easy matter to find out, and by observing, for a day, or a week, where the majority of them make for, it will be possible for the grocer to soon decide where to place a given class of goods that it is desired to sell. The candy case, for instance. Would it sell more chocolates if placed where the customer is likely to stop, even momentarily? In the evening, is a strong light directed right on the candy trays, the dainty array of bonbon boxes, the glass jar sweets? Or even the arrangement of water-ice wafers and fancy biscuits?

The suggestion seems to be a good one. Ever try it? Should be worth a good trial, shouldn't it?

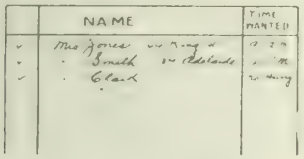
Ideas That Have Proved Profitable To Other Grocers



Getting Goods Delivered on Time

One of the greatest worries the grocer has to contend with is getting goods delivered to customers at the time required. In the rush of a busy morning very often an order is forgotten until a call comes over the phone that Mrs. Jones is awaiting her order. Then there is a scramble and a rush to locate the order, and as it sometimes happens, a special delivery is sent kiting off with the order so that Mrs. Jones might still remain a satisfied customer.

To eliminate this forgetfulness and so there will be no excuses why



orders did not go on the proper delivery, T. A. Rowat & Co. adopted a plan whereby these maddening errors are done away with, and also places the blame for non-delivery of orders upon the proper person.

Sheets of paper are ruled like the illustration, a column for checking, name and address and the time the order is wanted. When an order is taken over the phone or over the counter, the salesman or telephone clerk immediately registers the order on the sheet.

One clerk is held responsible for the delivery. As each delivery leaves the store this register is referred to, and every order that is marked up for that trip is got away on time.

Shows Sample of Each Kind of Biscuit

To stimulate the sale of biscuits, W. J. McCully, Stratford, has a flat glass case about two inches in height on the counter in which are displayed a sample of every biscuit he carries in stock with the name of each biscuit and the price per pound on a strip of paper attached beneath each variety.

Customer May Have Article on Display

A large number of people have the idea that articles displayed in the windows are in some measure superior to those in the store and for that reason a grocer in a Western town has had his windows built low so that if a customer wishes she may have the article on display.

Disposing of Goods on the Top Shelf

A retail grocer placed some lightweight articles on a high shelf, with a long hooked pole standing nearby. He reduced the price slightly and put up this sign:

"Pull one of these down, and then pay the cashier 39 cents—you save the 'overhead expense.'"

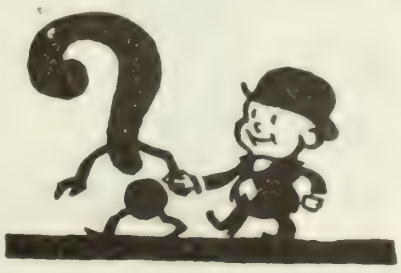
Montreal Grocer Has Time Clerk

Do you employ a time clock to check your men? Does the idea appeal to you as a grocer? Will it secure such results as to make its cost worth while?

D'Argencourt's, St. Denis Street, Montreal, uses one. It is placed right at the entrance to the store—immediately to the side of the door entrance. The salesmen are required to punch their key, and thus indicate clearly when they arrived in the morning, how much time taken for lunch, etc.

"How does this idea work?" was asked of Mr. Trottier, the proprietor, by CANADIAN GROCER.

"Alright; it is satisfactory. We know just what time the men are putting in, and it helps to keep them more regular, if anything, with their



hours. Of course, we do not deduct for any little time that they may lose, but they are more inclined to be prompt. We have used this clock for a number of years and it is working out alright."

This clock serves another purpose. Being easily seen from the store entrance, and without coming right into the store, customers, or others passing, may "get the right time." It serves to make an impression upon the mind of the customer, or the prospect, whose store this is.

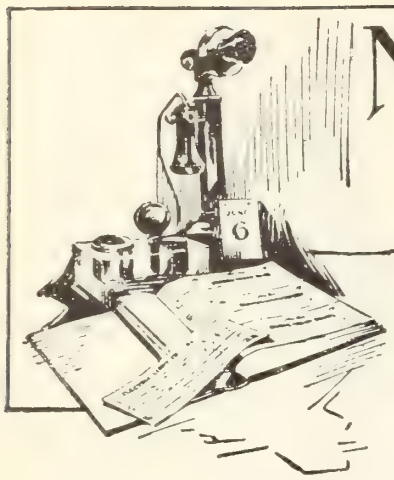
Sliding Shelves Built on Counters

The majority of delivery boys and also clerks have a great habit of putting boxes on the counters when being filled with an order to be delivered, and also when replenishing shelves, cases are set upon the counter with the result that the counters soon become scratched. To overcome this bad habit, A. J. Clark & Co., London, Ont., have built into their coun-

ters sliding shelves (see illustration) similar to those found on office desks. When the shelves are not in use they are pushed in out of the way.

Accommodates Returning Summer Tourists

In an effort to secure as much trade as possible from people returning to town after their summer at their lake or country homes, an enterprising grocer anticipated the move by writing them a letter asking them for their order to be delivered at their house immediately on their return. This effort to have their supplies waiting for them, without any inconvenience, was appreciated by a great many and also brought business to the grocer.



Novel Schemes That Have Helped Business

Orchard Atmosphere In the Windows

During "Orchard Week" Almy's, Limited, had a unique and effective window in which only oranges were displayed. The setting was very effective. Miniature orange trees, set in large wood tubs, painted green, were effectively arranged with oranges of varying sizes, depicting well-formed fruit in various stages of growth. Some oranges were small, some large, and with their orange color and close-to-the-natural tinge, they gave every appearance to the onlooker of being the real thing.

Of course, the color scheme was green and orange. Little piles of oranges here and there, with leaf-green material interspersed, made an effective scheme that quite clearly breathed the atmosphere of the orange grove. Surely there could be nothing quite more effective, if as much so, in bringing the buyer to the point of decision. With advertising directed to buying oranges this week, here was one of the very surest ways of putting sales across. The plan was well conceived and cleverly carried out.

Mirror in Window Tempts the Ladies

E. Noel, grocer, Maitland and Dundas Streets, London, Ontario, has shown rare discrimination in installing in one of his windows a large clock bearing the inscription, "Correct Standard Time," and in the other a mirror. No woman passes without a glance in the mirror to see that her millinery is not askew, and a man likes to know the time without the bother of taking out his watch, thus the gaze of many pedestrians is daily directed to the windows which are always trimmed with seasonable goods.

A Mailing List For Sending Circulars

Every merchant some time or another has use for a mailing list to be used in sending out circulars or other store news. To go over the directory for names every time a list is needed is laborious work. A grocer in Ontario has a simple method of obtaining a list. He keeps handy an indexed book and when orders are received, the name and address is noted in the book under the proper letter. At another time he secured a number of sample bottles of a certain sauce, and an advertisement containing a coupon was inserted in the daily newspaper, stating that a sample bottle of sauce would be given to each person signing the coupon. In this manner hundreds of names were secured for the mailing list.

Book Covers Free For School Children

An idea out of the ordinary used by Hayes & Company, London, was that of giving paper book covers free among the school children. These were made of strong manila paper, so cut as to serve the purpose effectively, and gummed so that they might be secured in place. On the back was an advertisement, something like this:—

FREE

We give these book covers to anyone having a book he wishes to cover. Tell the folks at home that they can get them also by simply calling at our store.

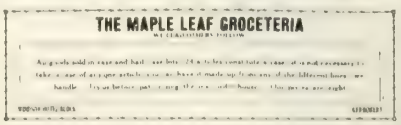
Plant Seed In the Windaw

Every grocer sells garden and flower seeds in the spring and early summer months. The majority put the display case in the window or on the counter or somewhere else in the store in a more or less conspicuous place. Mrs. S. Ross, grocer, at the corner of Humberside and Dundas

Streets, Toronto, has tried out a new idea this spring which is working to splendid advantage. The delivery boy arranged three good-sized boxes in a south window where they would get plenty of sun, planted radish and lettuce seeds, also onion setts, and some flower seeds. These could gradually be seen coming up from time to time, so that now they are well above ground. This display has attracted a great deal of attention, and has been the means of getting Mrs. Ross more business in seeds. A display of the garden seeds she had in stock, in the original case, is right beside one of the boxes. The healthy plants coming up is strong evidence of the existence of the germ in the seed.

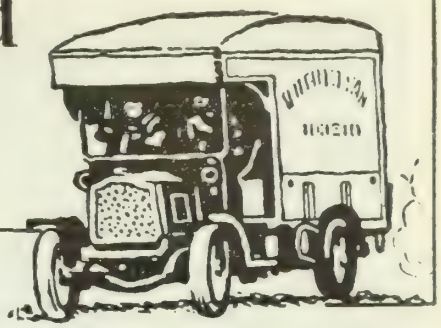
Beating the Mail Order Houses

The above is a cut of an advertisement from Kerrobert, Sask. This ad. was 5 by 15 inches in size, and reads as follows: "All goods sold in case and half-case lots—24 articles


THE MAPLE LEAF GROCETERIA

constitute a case—it is not necessary to take a case of any one article, you can have it made up from any of the different lines we handle. Try us before patronizing the mail order houses. Our prices are right."

Ideas That Have Proved Profitable To Other Grocers



Where Is the Cashier's Cage?

Some grocers have given close attention to the location of the cashier's cage. Where the system of handing customer a ticket for presentation to the cashier for settlement is followed, many have wisely located the cage near at hand where it will be most readily accessible. This is done, in a Quebec store, a few steps from the point where the customer received slip thrown out by the cash register. A few steps only are needed to take customer to the cashier, another slip being returned as a receipt for the one surrendered.

In two Montreal stores—in fact, in several of them, the location of these cages has been figured out in such manner as to save time and steps. In at least two instances they are so well placed as to save any movement by the customer, more than to turn around and make two to four steps, immediately opposite. In the Macklaier store on St. James Street, and in D'Argencourt's, on St. Denis Street, this plan is followed. It is an important consideration.

Has Coffee Mill Near the Front Door

The coffee grinder in the McTaggart store, Vancouver, is located at the door, where the aroma of the fresh ground roasted coffee will float out and assail the nostrils of the passerby. Mr. McTaggart maintains that many a man, and women, too, are brought in for coffee as a result of a good "whiff" of the fresh ground, as they passed. While CANADIAN GROCER was speaking to Mr. McTaggart, a lady asked for coffee, not naming any brand. "We have all the popular brands," said Mr. McTaggart, and volunteered the remark, "We're selling a lot of our own freshly ground." She walked out with a pound of McTaggart's coffee done up in a neatly-printed waxpaper bag. "Our bulk biscuit business has jumped up immensely," stated Mr. McTaggart, "since we started putting up all bulk biscuit orders in our own folding cartons—they insure the biscuits getting home in an unbroken condition."

Street Cars Stop In Front of the Store

As you are probably aware, the traffic all turns to the left in Vancouver. It is being strongly urged that the rule of the road be changed to conform to those in other parts of the Dominion. When they change the street cars will stop in front of McTaggart's store. "And that's one thing I hadn't figured on," chuckled McTaggart.

Cold Storage That Is Inexpensive

If all the cold storage that the grocer needs could be had without cost of up-keep, then, indeed, one of the great handicaps and worries which every grocer must face in the hot weather would be done away with.

Here is a unique cold storage which costs absolutely nothing for upkeep. It is that of D'Argencourt, Registered, 379 St. Denis Street, Montreal. Located in the basement to the rear of the regular wine and storage cellar, a second cellar has been provided, and which is used for the storage of various products that require a cool, even temperature; for the most part it is used for

vegetables and fruits. Its advantage rests in the evenness of the temperature, there being little variation. Even in the hottest summer months this compartment is cool and clean. And it is kept cool through the adoption of a simple principle.

Immediately above is a garage—used for the storage of the delivery cars used by the firm. The floor, walls, ends and ceiling of this spacious storage are of concrete. This, then, is the secret of the cool, even temperatures which are always maintained, that of having the enclosure "vault like," all uneven temperatures being effectively shut out.

The room is large, about 25 feet square, and a full car of potatoes, other coarse vegetables, oranges, lemons and other fruits, or different kinds of produce, can be accommodated.

Gummed Paper Strips Remind Customers

Having gummed paper strips printed as follows: "It is time to reorder," a grocer in Western Canada pasted them near the bottom of the bottles or jars of vinegar, or oil or jam or anything he sold in a glass container. He called the attention of his customers to the fact that it might save them possible disappointment if they heeded the warning on the paper strip as soon as the contents of the jar reached the level of its edge.

A. H. Atkinson, Deloraine, Man., believes in an attractive interior, as this photograph shows. He lays great stress on the importance of display, both in his windows and also in his store. He has a rest room at the rear of his store. It will be noticed that he has silent salesmen for the display of high-grade candy, of which his sales show steady increase.

Bulk Display Always Sells Oranges

Harriston Grocer Sells 50 Dozens on a Saturday by Placing Them in Bulk in the Window—The Only Method

SELLING oranges by a bulk display is the only way to stimulate sales. R. A. Cormon, Harriston, Ont., recently sold fifty dozen in this way on a Saturday, and believes it is the only method to get oranges moving. He put them in the window loosely, filling it up, and put a price ticket on them. He was gratified with the experiment, and intends to adhere to it in the future. Mr. Cormon has only been established in Harriston a little over a year. He does a strictly cash business, and only delivers orders over 2. However, delivery is not a matter of great concern in his place for the reason that the bulk of his trade is with farmers. He told CANADIAN GROCER that he had a mailing list of five hundred customers, chiefly in the country, and these he circularized weekly with the announcement of specials available in his store at the week-end. He found this plan of reaching his buying public advantageous, and he stated from the standpoint of returns very profitable.

PULLING IN $500 FOR CANDY MONTHLY

Continued from Page 135

to. The chocolate eggs that such and such a firm makes are not first-class, and if we could only get the eggs we used to buy from Blank & Co., and also from Dash & Co., they would sell, and sell well. Why, we used to sell as much as $1,000 worth of these eggs during the Easter season, when we could get the reliable kind."

This complaint of Mr. Trottier's was given seriouly, and he feels that with more care exercised in making these specialties, the manufacturers would find it greatly to their advantage. As it now is, they suffer, the whole trade suffers.

Asked as to the reasons why these Easter eggs were not up to the mark, Mr. Trottier stated that, whereas the better eggs he used to be able to get were of ideal quality, and also of almost perfect imitation, as compared with the natural eggs, those available to-day are of inferior grade, and imperfect imitation. This displeases the customer.

With the use of display, both interior and windows, the d'Argencourt candy trade is bound to grow, and grow greatly.

Display of Appetizing Bowl of Cooked Apricots Sells 400 Cases in a Week

When a representative of CANADIAN GROCER strolled into the store of A. Beattie & Co., Stratford, recently, he noticed an appetizing bowl of cooked apricots temptingly displayed on the counter and nearby was another bowl containing a splendid sample of dried apricots. Upon remarking upon it, Mr. Beattie stated, "When the invoice arrived for those apricots I was amazed at the price. I hadn't the faintest idea that the cost would be so high. I had to get 60 cents a pound to make a profit. This selling price seemed to be prohibitive and we drifted along in the usual method of trying to sell them by opening a box on the counter. A few pounds were sold, but not many, and it looked as though the reason was that the price was too high. I did not want to cut the price and schemed to hit upon a plan to move them off. I put a half pound to soak over night and in the morning had them cooked. I then placed them on the counter together with another bowl of dried ones, just as you see it there. The result was that immediately sales were made. People had no idea that a half pound of dried apricots would swell to such a large quantity."

"How many did you sell?" the GROCER representative asked.

"I sold ten cases in a week," Mr. Beattie replied.

This is an instance where a little thought put into the selling of any line will move it off with a profit to the merchant and satisfaction to the customer.

STR. "CITY QUEEN" A MODEL GROCERY

Continued from Page 134

It is not possible to call at all the cottages in these trips up through the islands in Georgian Bay, but stops are made at Central points. The blowing of the whistl announces to the cottagers that the supply boat is approaching, and knowing just about the time, it will reach a certain place, they come in all manner of small craft to make their purchases. This is a busy time for the staff, which usually consists of two and sometimes three clerks, and the boat hands too are pressed into service, when there is a great rush. Knowing just what quantities the people usually buy, an effort is made to have the bulk goods already made up, and this greatly expedites matters in taking care of the needs of all the people who come on to the boat.

The steamer "City Queen" usually starts her trips about the end of June and continues until September 20.

Prompt Following of Market Changes

Brings Big Results on Staple Perishables in Which Everybody is Interested—How One Produce Jobber Gets Effective Co-operation From the Local Retail

A CERTAIN town of 80,000, not a final market, not located on through lines of travel, has a rather enterprising produce jobber. He has his troubles to get effective co-operation from the local retail, who is slow to sense changing conditions and act with the promptness necessary to cash in on them.

Being in such a market, this jobber had always handled strawberries by the case, buying at second hand, shipping in by local express and necessarily selling at prices which no more than meet outside competition without netting him any profit to speak of. But once, a season or two ago, some peculiar circumstances operated to land an entire carload of berries on his siding on very short notice. He knew on Friday that they would be in Sunday or Monday.

He reasoned thusly: "Monday sure is the worst time for berries for two important reasons: First, it is washday; second, folks have just had their Sunday feast." But the berries were rolling in and must be handled, or lost. So he took what he thought was an almost desperate step: He advertised them, setting the retail price on them, and got away with it!

Retail Merchants Jealous of "Prerogative"

He knew, as we all know, that retail grocers object strenuously to any hint from the jobber as to what price they shall make. They say to him: "You get your price from us. Then the goods are ours. It's none of your business what we sell them for—you keep out of that end of it!"

But he also knew that the grocers who had been paying him $4 for 24s, and selling them for 20 cents, the pint box would not make up to the new market conditions suddenly enough to move the berries unless he helped them along. His new price was to be $1.80 for 24s, so at 10 cents the box the grocer would make 25 per cent. on sales and undoubtedly move lots of berries. So he advertised fresh arrival of handsome, full-flavored Southern berries at TEN CENTS THE BOX in the Sunday and Monday morning papers. The car rolled in on Sunday and he took care of it. He was on hand extra early Monday morning and had his telephone men primed to talk the stock from seven o'clock on.

The men mentioned the berries and the new price on them as they took phone orders; but despite this effort, the sales made over the phone were a dab would not have influenced the carload perceptibly. But along about 9:30 things began to happen. The telephone bells jangled steadily and every grocer, including the entire list of those who already had turned down the offer of berries, bought heavily. They came back for more so repeatedly that by night there was no danger that any berries would be lost.

Henry Johnston, Jr.

What had happened? Why, housekeepers all over town had seen the ads and a cost reduced from 20 cents to 10 cents the box had hit them so forcibly that they could not choose but feel that this was the cheapest dessert they could get. So, at the end of each grocery order, the woman said: "And a box of those strawberries." Back came the grocer's answer: "Why, we have no berries." "Oh, you must have. I saw them advertised at TEN CENTS in the morning paper." So the grocer put them down. Then he investigated the new cost, found he could sell for 10 cents very nicely and make fine money, so he hustled in his orders.

Perishable Market Must Be Followed Pronto!

There were two happy effects. One, the grocers never seemed to suspect or be conscious even of the fact that anyone had trespassed on their preserves. They got busy selling berries and made such a nice, quick cleanup on them that nobody thought to kick because the jobber had forced their hands in this effective way. Second, the berry market was stimulated all in 24 hours—in such a permanent way that nobody had to educate or persuade merchants to buy or customers to absorb full arrivals on the new level. That town handles berries in carlots now as a matter of course.

That is just one illustration of the way merchants must be up and coming if they are to reap the best results from their perishables. Because a certain condition ruled last year, or some years ago, is no sign in the world that similar things will occur again. No, sir! That is the best reason for expecting opposite conditions to rule now.

A time ago the orange crop was heavy. When that happens there is an excess of small sizes and they are comparatively cheap, while then large and medium sizes may be dear. Right now there is a small crop and, because the energy of the trees goes into fewer fruits, they grow extra large. Hence, large sizes are now cheaper, relatively, than either medium or small ones—in fact, small sizes are high.

In such circumstances, there is no use bewailing the absence or high cost of your "favorite sizes" for conditions are there, cannot be changed, are against the possibility of getting just what you think you want and must have. The right move is to change promptly with changed conditions. Make a virtue of the necessity to handle large fruits; buy them, price them in line with their cost—just now so very moderate—put real salesmanship behind the work and make money out of being thus prompt to seize on prevailing conditions.

The fruit business is no place for the easy-going laggard. It is the finest kind of picking for the man who is alertly on his toes to grasp and utilize the ever-changing circumstances that must surround the production and distribution of any natural product.

Another Statement

A man who has two stores sends me figures from his branch for analysis as follows:

Stock value, Jan. 1, 1919	$ 4,061 09
During the year we charged goods valued at	20,716 91
Cost of handling those good	785 70
	$25,566 70
Cash	$19,118 46
We credited this store with	
Produce	1,409 44
Goods returned	298 07
Government road camp accounts transferred to and collected through main store	3,351 04
Stock, Jan. 1, 1920	4,778 10
	$29,195 11

Our total cost of doing business in 1919 was $2,245.26, of which amount $1,745.26 was paid in cash, balance of $500 is for proprietor's salary. Our cash receipts for the year were $24,297.03. If we add to this produce valued at $1,409.44, and amounts transferred of $3,351.04, the total business was $29,057.51. Produce is taken in trade and is therefore considered as sales. What was percentage of cost of doing business and of profit for the year?

The debtor and creditor sides do not

(Continued on page 155)

Interior of W. H. Stone Co. main store at Winnipeg, Man., showing a very attractive arrangement.

Grows From a Small Beginning

W. H. Stone Grocery Co., Winnipeg, Man., Celebrates 35 Years in Business—Development and Progress of Concern is Closely Allied With That of the City Itself

A FEW weeks ago, the W. H. Stone Stone Grocery Co., Winnipeg, Man., celebrated thirty-five years in business. The history and development of the Stone stores is one of the interesting chapters in the growth and progress of Winnipeg. It now embraces three retail stores, as well as an extensive country sales department. It takes in not only groceries, but hardware and allied lines. As early as 1885, W. H. Stone, the father of the company, started a small grocery business in Winnipeg with A. Bryson. Each put $300 into the business, and with only one employee started what is now one of the largest concerns of its kind in the City of Winnipeg. In 1889 the partnership was dissolved, Mr. Stone taking over his partner's interest.

A Little Shop the Start

The little shop continued its trade in staple and fancy groceries until, in 1907, expansion of business necessitated the removal to larger quarters. The present property was then purchased, and a store built. In the fall of 1910, the first branch was opened in the north end of Winnipeg. So great was the development of this branch store, that the business grew too big for its premises, and another purchase of property had to be made, and another new store built. So varied were the demands made on this store that the management decided on a departure from "strictly grocery trade" and embodied in the lines of goods carried, hardware, paints, china and footwear, with the grocery trade remaining the basis of the business.

The impetus given to the development of trade during the years of wealth and plenty abated very little during the early years of the war as far as the W. H. Stone company was concerned. Steady increase in business was what the barometer regularly registered for this concern until in the fall of 1916 the success attained merited the inauguration of still another branch. The expansion of the city to the south and the enlarged population of the Fort Rouge district made a splendid trade opening for the W. H. Stone Company, and in the fall of 1916 a third branch was opened.

Success in Country Sales

In the meantime the rural phase of the business, conducted at the present store since 1912, had been developing and expanding until the territory served embraced all of Manitoba, Saskatchewan, Alberta and even British Columbia. By virtue of the volume of business handled, this branch of the trade has now acquired a status of its own and has attained to the dignity of a separate department, known as the Country Sales department, with the esult that its imposing proportions have created a demand for new quarters. It was for this purpose that the company secured the top floor of the William Davies building, and suitable office accommodation on the first floor of the same building.

The Founder Himself

Mr. Stone is an Englishman by birth, and a grocer, not by inclination or accident, but by training and experience. He was born in Somerset, Eng., and shortly after leaving school became apprenticed to the grocery trade. When quite a young man he migrated to Canada and, guided by the hand of fortune, made his home in Winnipeg. For a short time prior to entering business for himself, he was associated with the Co-operative Grocery, a firm now extinct. In 1885 he first established his little business in conjunction with Mr. Bryson, as referred to above, and since that time Mr. Stone's

personal business record has been identical with the record of the W. H. Stone business. Mr. Stone remained actively connected with his business until about 1910, when declining health forced him to withdraw from the strenuous task of controlling operations. In the winter of 1910-11 Mr. Stone retired, and has established a permanent residence in Victoria, where he enjoys the fruits of his previous labors. He has retained association with the business and is a director of the firm and an able adviser as to the policy and operations of the business.

Limited Liability Company Formed

Following the dissolution of the partnership with Mr. Bryson, Mr. Stone conducted an individual business until April 1907, when a limited liability company was formed to administer the business, with W. Hooper Stone, Mrs. Ellen K. Stone, Archibald F. White, William E. McCrea and W. Percy White as original shareholders.

The original directors of the company were: Mr. Stone, A. E. White and W. E. McCrea.

When Mr. Stone withdrew from active participation in the work of the firm, A. E. White assumed a considerable part of the responsibilities and purchased a portion of his stock in the company; and now Mr. White is president and general manager of the entire business, the other directors of the firm being Mr. Stone, W. P. White and Mr. McCrea.

Maple Syrup "Run" Surprisingly Good, Says Quebec Merchant

F. P. Houlahan, Sherbrooke, Que., Has Built Up Reputation for Maple Syrup and Fills Orders in Many Parts of the World—Demand Greater Than Supply

"WE have orders here for maple syrup and maple sugar to be sent not only all over North America but to South America, England, Ireland and France," said F. P. Houlahan, of Sherbrooke, Que., producing a sheaf of orders for maple syrup in answer to an inquiry made by CANADIAN GROCER as to the maple sugar crop this season. "Yes," continued Mr. Houlahan, "the sugar crop was not expected to be much this season but it was surprising when the run began. The results have been very good. We are right in the centre of the finest sugar maple district in the world and it is only natural that there would be some export.

Service Pays

"You enquire," he continued, "how some foreign orders should find their way to this grocery store in a little town in Quebec. There are several reasons. First this grocery store has been here on this very corner in Sherbrooke, Quebec, for sixty-three years. I started here as a messenger boy. Our one aim is quality and service; a satisfied customer as a result. The aim has been carried out to the best of our ability in every line whether it be maple syrup or a box of matches. The result has been that we never lose a customer, even when they move away. In the spring they want some of the Canadian Maple Syrup, and they always remember where they can get the best the season has produced. They tell their friends, they tell others, and so in years we have found customers whom we have never seen and whom we will never likely see. Service pays. We have filled orders for 500 gallons this spring and still we are unable to fill all the orders we have received.

"There are different grades of maple syrup. We have some of each here, but we also have different prices, letting the customers thoroughly understand that they have a choice. It is only in fairness to our own business and the future of our prestige in the sugar line."

This illustration shows how the W. H. Stone Co., Winnipeg, displays house-cleaning lines.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

The first passenger vessel of the season from Europe steamed up the St. Lawrence and docked at Montreal Tuesday evening last. It was the S. S. Saturnia, of the Cunard line. This event have been looked forward to in business circles because it inaugurates the import business to Montreal that has been crippled since the declaration of war. The hope is expressed that the importations may relieve prices considerably in the produce line and in so many lines that have come from England. The Saturnia is the first of the large liners to steam into Montreal harbor.

ONTARIO

McIntosh and Cranston, Sterling, Ont., have dissolved partnership.

The town of Welland, Ont., has again adopted daylight saving.

Kitchener has adopted daylight saving. It went into effect on Sunday.

Commencing May 6th, Bolton stores are closing at 12 noon on Thursdays.

L. J. Lacey, Bracebridge, recently purchased a grocery in St. Catharines, Ont.

John C. Webb, Acton, Ont., has purchased a grocery store in Castorville, Ont.

Stratford merchants are closing their stores Saturday evenings now at 9 o'clock.

McJannet's store at Gravenhurst was recently burglarized and considerable stock removed.

Norwich, Ont., will close its stores at noon on Wednesday during May, June, July, August and September.

J. M. Carruthers, vice-president and general manager of the Crescent Pure Milk Co., has submitted his resignation, the same taking effect on April 30.

Members of the Newmarket U. F. O. and U. F. W. O. societies have decided on the establishment of a store at Newmarket.

H.Goulet, Eganville, Ont., has made extensive improvements to the McDermott block which he now occupies with a fruit and grocery store.

G. C. Cunningham, assistant manager of the Weyburn Grocery Co., has been transferred to Yorkton where he will take a similar position with the Yorkton Trading Co.

Jake Silver, Toronto, was fined $10 and costs or 14 days for having 45 prints of dairy butter that were three pounds and two ounces short in all. The individual print shortage ranged from three-fourths of an ounce to two ounces.

The City Council recently passed an early closing by-law that became effective on May 1st. All stores must close at 7 p. m. on week days, with the exception of December 20 to 31, both dates inclusive.

The Nobility Chocolate Company at St. Thomas, Ont., recently added to the beauty of their grounds by the addition of a hedge of spirea to screen the lawn section of their grounds from the rear part.

The town of Bracebridge has also recently passed an early closing by-law and makes it illegal to remain open after 10.30 on Saturday nights after April 24.

BUSINESS CHANGES

W. F. Silk, Toronto, has sold his grocery to J. Drummond.

J. K. Neill, Aylmer, Que., has been succeeded by T. A. Perry.

George E. Beauvais & Co., Montreal, has sold out his stock.

Simeon Miller, Toronto, has sold his grocery to John Traynor.

Wm. Brathby, Toronto, has disposed of his grocery business to S. Best.

Herbert J. Perkins, Toronto, has disposed of his grocery store, being succeeded by A. R. Mackay.

The store of Donald Cameron, 164 Main Street, Toronto, will, in the future, be occupied by the United Cigar Stores Co.

PROMINENT WHOLESALER DEAD

Archibald Miller Was a Past President of the Wholesale Grocers' Association

Owing to the death of Archibald Miller, the president, the following officers of Whitehead & Turner, Limited, have been elected:

President, Lt.-Gen. Sir R. E. W. Turner, V.C.; vice-pres., Evan E. Turner; sec.-treas., D. R. Wilkinson.

OLD GROCERY STORES ARE CHANGING

With changing conditions, retailers in Montreal have recently had to consider a new program, some of these requiring change.

The old Fraser Viger & Co's. store, for so many years one of the St. James Street retail businesses, will shortly move up town. Premises have been secured at 419 Union Avenue. This will bring the business nearer many of the larger retail groceries of the city, and while Mr. Macklaier stated to CANADIAN GROCER that he did not welcome the change for many reasons, the purchase of the property for bank extensions has made the move inevitable. This business was started in 1856, and has always carried the name, "Italian Warehouse."

John Robertson & Son, a long established St. Catherine Street grocery, has also decided on a change, recently selling at auction its stock and fixtures. CANADIAN GROCER understands that the premises occupied have been sold for other commercial purposes.

MAKING NEW STOCK ISSUE

Sherer-Gillett Company, Chicago, Ill., and Guelph, Ont., are making a $500,000 stock issue of 7 per cent. cumulative preferred stock. In a letter to the underwriters, Straus Bros. Co., of Chicago, the president of the company, says: "The Sherer-Gillett Company, an Illinois corporation with headquarters in Chicago, represents a combination of the E. W. Gillett Company (founded in 1852 and for half a century engaged in the manufacture of extracts and baking powder), and W. G. Sherer & Company (founded in 1882 and for twenty years engaged in the manufacture of grocers' display counters)."

The proceeds of the issue will be used as additional working capital. The rate is 97 and accrued dividend.

ST. THOMAS RETAIL CLERKS ORGANIZE

An Effort will be Made to Have the Stores Close Saturday Nights at Nine O'clock

The retail clerks and store assistants in St. Thomas, Ont., have formed an organization for the purpose of not only fostering a still greater spirit of co-operation between employers and employees, but also for the purpose of educating all salespeople more fully along their respective lines of work, to the mutual benefit of not only the employers, but also the buying public. The executive is in communication with several men, representing some of the largest retail stores in the cities of Toronto, Detroit and Chicago, who will address the clerks in the near future.

In view of the fact that London, Stratford and several other near-by cities are obtaining early closing Saturday nights, it is suggested that St. Thomas fall in line and try and get all business houses closed at the hour of 9 o'clock Saturday nights.

The sports committee is considering forming a mercantile baseball league, and it is earnestly desired that all salesmen interested in baseball be present at this meeting. Thy also wish an expression from the ladies about starting a tennis club and bowling on the green.

Enables Board of Commerce to Refute Profiteering Charges

Regulation of Board Having Retail Grocers Make Monthly Returns is Also Beneficial to the Trade as Well as a Means of Settling Complaints

IN REGARD to the regulation of the Board of Commerce, requiring retail grocers to make returns each month, there has been considerable misunderstanding as to exactly how this report should be made out, the reason for the board's requiring these figures, etc. Recently additional instructions have been sent out, which should now clearly set before the grocer his position in this matter.

What is Required

The retail grocer is required to keep records of goods purchased, name and quality of same, from whom purchased, quantity received, net unit cost, unit of freight, and total. These are the simple details of your purchases and should be recorded at the time the goods are received in all cases. Figures of sales, insofar as "high prices," "current price" (by which is meant prevailing selling price during the month, or, in other words, the ruling figure at which you dispose of the different commodities for the greater part of the month) and low price for the month are concerned, should be easily arrived at, as they must be at hand at all times. In the columns for margin of profit, the grocer is not required to complete unless he wishes to do so for his own records, as these figures can be worked out by the Board of Commerce staff.

Object in Obtaining Returns

As full particulars are being called for and recorded covering all classes of commodities affecting living costs, it will be obvious, the board points out, that groceries must be included, in fact, considered the leading line. Figures in all cases (covering food, fuel and clothing) are called for from the source of supply to the consumer, the actual costs and spreads (gross profit) being carefully scrutinized through the different stages of handling so that the board will have available at all times accurate data covering costs, spreads and selling prices. The main point of advantage to the trade (outside of the value the figures will be to yourselves), of the board having these figures is that they will at all times be in a position to take up promptly and adjust complaints from the public regarding alleged overcharging or profiteering. There are a lot of such complaints coming in right along, and, by having figures at hand the board finds from experience that it is able to refute nine out of ten such charges immediately. If the board did not have figures at hand it would of course, be necessary to take up and investigate each complaint, necessitating full figures and report from grocer involved as well as from others in the same locality for comparison's sake in each case. In other words, by furnishing the board with these reports accurately each month the grocer places the board in a position to, at all times, be able to assure the public that they are being fairly treated and that the prices they are paying are legitimate. If, on the other hand cases of overcharging and excessive profit-taking crop up, which the board feels certain will be few and far between, it will be able to deal with same immediately, which should be a source of satisfaction to the fair and honest trader.

On the whole the making of this report will not only be beneficial and helpful to yourselves but will tend to create healthier and better business.

PROMPT FOLLOWING OF MARKET CHANGES

(Continued from page 151)

agree with the figures stated in my friend's letter. The columns of receipts and expenditures given above show cash receipts as $19,418.46 and the total receipts of all kinds as $24,417.01. It looks therefore as if he had doubled up on some items somewhere, for the figures do not correspond.

The difference between debit and credit columns is $3,628.41. From that we must take the expense account as stated, $2,245.26, leaving a net of $1,383.15. Those figures show gross earnings of almost 14.86 per cent. The expense ratio is nearly 9 1-5 per cent., and the net profit just short of 5 2-3 per cent. on sales. That is an excellent showing both as regards expense and net earnings.

I cannot judge, of course, of the way expenses are kept and the items included therein, since no items are given. I should like to have the entire story, for there seem to be some loose ends and the showing might not come up to this mark on critical examination. The practice of regarding produce as sales because taken in trade for merchandise is sound only with certain limitations. It is just a trade of one kind of merchandise for another. The second kind must again be handled and disposed of on some basis. Hence, here we have a double handling charge. Maybe there is a disposition to favor the branch at the expense of the parent store. Such factors should be looked at fairly, frankly. Each tub should stand on its own bottom.

Turnover Somewhat Sluggish

Taking the stock at an average of $4,400 for the year, the turnover is a little under 4¾ times, figuring on the basis of 15 per cent. gross margin, which is near the facts. Having in mind that this is a country general merchandise store, it yet seems to me that this is not a rapid enough turn. The aim should be for at least six times and eight would be better.

On the basis of six turns with a margin of 15 per cent., the stock could not exceed $3,460, and on eight turns with the same margin, it must be reduced to $2,600. To run the business on such a stock would require mighty active watchfulness. But stocks are about to depreciate in value and watchfulness is not only about to become very necessary but very profitable.

Hence, the proper course is to reduce stocks to the limit and increase the turnover thereof. This, you may have noticed, I have said before. You may expect to have me say it again. It is the soundest, sanest, doctrine I know how to insist on—especially right now!

Corn Syrups Advance 30 Cents a Case

Increasing Cost of American Corn Stimulates Values—Higher Prices of Cans and Cases Also Figure in the Stronger Syrup Market

CORN syrups have again advanced to higher levels. The advance registered is 30 cents a case. American corn, from which this product is made, has been steadily advancing, until to-day the price laid down in Toronto is $2.20 per bushel against the price of $1.15 per bushel one year ago. For several weeks past CANADIAN GROCER has particularly dwelt on this fact and has pointed out in previous market reports the exact condition of the corn syrup market, the situation in the grain market, and other indications that warranted an early increase in this commodity.

"In what proportion does the price of corn affect corn syrup?" inquired CANADIAN GROCER of E. L. Ruddy, general manager of the Canada Starch Co. "For every seven cents a bushel advance on corn," replied Mr. Ruddy, "the cost of corn syrup is increased one quarter cent per pound. But corn is not the only increase that has taken place that affects corn syrup. Cans are up also, as well as cases. Two or three years ago we could buy cases at eight cents apiece, but to-day we have to pay forty cents each, and then of course there is the cost of labor, which is no small item."

"Has the high sugar prices affected the sale of corn syrup?" he was asked. "The consumption of corn syrup has increased about 100 per cent, and no doubt the price of sugar has something to do with it," replied Mr. Ruddy. As to what the future will be in regards to further advances, it will all depend on the cost of the raw material, which in this instance is American-grown corn. Canadian corn is not suitable for this purpose because the season here is too short. It does not allow the corn to fully mature. It is interesting to note that starch also advances at the same time as corn syrups and for the same reasons.

NEWS FROM WESTERN CANADA

WESTERN

P. C. Hardy has bought out M. E. Davey at White Rock, B.C.

C. L. Stuart has bought out Fred Aslin at Fort Fraser, B.C.

Mrs. J. Hinson has bought out W. L. Smith of Abbotsford, B.C.

Tassie Bros. have bought out A. S. Ulrich at Sapperton, B.C.

H. A. Lilley has sold out his business in Victoria, B.C., to J. H. Baines.

H. W. Driver, Victoria, B.C., has sold his business to Purdy & Mitchell.

E. J. Tye has bought out J. Hart, corner 7th and Maple, Vancouver, B.C.

Oliver George has bought out B. W. Grant at 1122 Davie street, Vancouver.

J. T. Ross has bought out J. W. Presley at 3637 4th street, West Vancouver.

Wright Brothers, at Royal Oak, B.C., have sold their business to E. J. F. Axford.

Parade & Son, 12th and Oak streets, Vancouver, have sold out to Mrs. R. Emel.

J. H. Drummond has sold his business at 1875 Beach Ave., Vancouver, to T. Kenyon.

R. Escott has bought the business at 1316 10th street east, Vancouver, from J. McLeod.

F. D. Britton, at 42 Victoria road, South Vancouver, has sold out to H. Donnan.

Chadwick & Co., 34 Duke St., Toronto, over the business conducted by Linn and Pritchard.

W. H. French has bought out J. Whalley at 801 12th street, New Westminster, B.C.

M. Rothier has sold the business at 1684 Kingsway to Wm. McTaggart, Vancouver.

The Allies Grocery at 413 Georgia street, Vancouver, has been bought by Chinese, Lung Sang.

J. McDonald has bought out the business of McAskill Brothers at 3638 Main street, Vancouver.

J. B. Gilfillan's business will now be conducted under the firm name of Gilfillan & Rayfield.

Ashton Burton has sold out his business at Langley Prairie, B.C., to Breedon Brothers.

Another change is also reported from Fort Fraser. C. E. Reeves has sold to Wm. Bunting.

C. N. Sutherland has bought from J. C. Hager the business at 7th and Hemlock Sts., Vancouver.

The business at Matsqui, B.C., run by P. Grant, will now be run under the name of Grant & Crist.

The name of Standard Remedies, Ltd., of Winnipeg, has been changed to the Manitou Remedies, Limited.

F. W. Showler is the new proprietor of the business at Whonnock, B.C., formerly conducted by N. C. Nelson.

Mrs. E. Aitcheson has moved from 4108 Gladstone Ave. to the corner of Grant and Slocan streets, Vancouver.

McLeod Brothers have sold their business at 26th and Main streets, South Vancouver, to D. MacAuley.

Mrs. L. M. McKinnon is now proprietor of the business formerly conducted by Mrs. Kelly at Barkerville, B.C.

The grocery business at Burn's Lake, B.C., conducted by Gerow and Wiggins, is now conducted solely by B. M. Gerow.

J. Neilson is now sole proprietor of the business at 27th and Main, South Vancouver, formerly called Neilson & Grant.

From Whytecliff, B.C., comes the news that H. Thorpe's business will now be conducted under the name of Thorpe & Downey.

M. Gray who operates the grocery and confectionery, corner of Notre Dame Av. and Arlington Street, has sold to F. Mackenzie.

Western Developments, Ltd., is the new proprietor of the business formerly conducted by D. A. McAskill at 330 Seymour St., Vancouver.

J. G. Campbell, formerly at the Granville Street Depot, Vancouver, is now conducting his business at the corner of Bidwell and Georgia.

The business formerly conducted by W. A. Grant at 2109 Granville street, Vancouver, is now conducted under the name of Groat & Slimmon.

Granville Fruit Market Co. is the title under which the fruit business at the corner of Smythe and Granville streets, Vancouver, will now be conducted. This was formerly conducted by Nick Janes.

The Western Grocery (J. Lowenthal) has sold to T. G. Bertram. This business, at the corner of 7th and Main streets, is one of the oldest in the Mt. Pleasant district, Vancouver.

Opens Produce and Fruit Business

Footit Co., Ltd., Start in Vancouver, B. C. Harold Footit is President of Concern

Vancouver.—A new firm has made its appearance on Water Street, the Footit Company, Ltd., having been incorporated to conduct a general produce and fruit business. The new firm opened for business at 151 Water Street on the 15th of April and is making a decided bid for a share of the trade. The president, Harold Footit, was, for fourteen years, buyer and sales manager for F. R. Stewart & Co., Ltd., one of the oldest fruit houses on the coast. W. Longfellow was with the same house for many years, and was one of the senior representatives on outside points. W. T. Sinton was for nine years sole representative on the coast for Cowan's of Toronto. C. H. P. Sumner leaves the accountancy of the Vancouver branch of the Royal Trust Company to take charge of the financial affairs of the company as secretary and treasurer. Among other lines, the new company has been appointed agents for Cyders, Ltd., for B.C. points other than Vancouver and vicinity.

Emphasizes Value of R.M.A. Membership

Executive of Mantitoba R. M. A. Meet and Discuss Important Questions

Representatives from all parts of the Province of Manitoba attended the recent conference in Winnipeg of the executive of the Retail Merchants' Association when a number of important questions were discussed. The president, A. G. Box, of Pierson, Man., was in the chair. A number of proposals of the Dominion Government were discussed.

The visiting merchants were entertained to luncheon by past and present city officers of the organization. During the lunch hour, C. F. Rannard and J. W. Kelly, past presidents, addressed the meeting on the need for a better understanding among merchants, regardless of whether they were doing business in the city or throughout the province. Fletcher Sparling, manager of the Hudson's Bay Company, gave a brief address on the value which his company has placed on its membership in the Retail Merchants' Association. He also emphasized the necessity for the retail merchant to be able to explain the reasons for the various operations in connection with retail distribution. He stated that dealers might very often be misjudged through the ignorance of the person presuming to pass judgment upon them.

Dominion President J. A. Banfield addressed the merchants after luncheon on his recent visit to Ottawa, where he had an opportunity of discussing the taxation proposals of the Dominion Government.

A. R. Ivey, principal organizer, using a map by way of illustration, outlined a plan for organizing the province into about twelve districts. This general idea was not approved of by the merchants present.

A resolution was submitted recommending a scale of fees rather than a flat rate, and the executive considered enlarging their programme of activities by introducing a fee large enough to take care of this extra.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL commodities in the grocery line continue to indicate a firm to higher tone. Advances have been registered on many lines. The scarcity of sugar and the advance on corn syrups are the features in all markets. Business, however, is reported to be good.

MONTREAL—The general tone of the market this week is very strong with higher prices prevailing in a great many lines. The vegetable market has firmed up with an increase in prices and oranges are dearer than they have been this season. The flour market is exceedingly strong and mills are only working at very short hours. As a result of this millfeeds are very high, having increased in price $3.00 a ton. Reports on the new tea crops are very poor and the expectations are that higher prices will be in force on the new tea when it is marketed. The corn market is very strong and as a result cornmeal may be expected to jump in price in the near future. Almonds are cheaper this week and as a result of better distribution it may be expected. The opening of navigation and the import business may affect the price of spices and a good many of the imported lines. The feature of the market this week is the increase in the price of corn syrup and starches. Wrapping paper and paper bags are dearer this week and an increase of a cent a pound is experienced in kraft paper. The price of shoe dressing has increased on certain brands to the extent of 10 and 15 cents per dozen.

TORONTO—No improvement is shown in the supplies of refined sugar; wholesalers have practically none to offer and the refineries remain closed awaiting the arrival of raws. The reports from the raw sugar market show an improvement over last week, insofar as receipts are concerned, but prices remain at the same high level, around 18½ cents for Cubans and 19½ cents cost and freight for Porto Ricos. For several weeks past CANADIAN GROCER has pointed out that the indications were for an advance on corn syrups. This advance has now been registered and amounts to 30 cents per case. The market for molasses is strong with a tendency for even higher levels. The cereal market is ruling firm. Corn and oats continue to advance and the trend is for higher prices on corn and oat products. Pot and pearl barley have advanced. Laundry and culinary starches have advanced one-half cent per pound. Quotations for teas in primary markets continue upward. Transportation at the present time is a feature in the tea market and detriment in getting in supplies, with the result that spot stocks are low. All lines of canned goods are well represented with an active demand noted. Owing to the extremely high cost of sugar, all commodities containing sugar, such as biscuits, jams, chocolate, jelly powders and puddings will be advanced in the very near future. An unsettled condition is manifest in the market for shelled walnuts and quotations are lower. Shelled almonds are steady and prices are maintained. Shelled filberts are very unsteady and a big spread is noted on quotations. Dried fruits are unchanged and stocks are moving freely. The market for spices is active with a shortage developed on cream of tartar and ginger. Southern fruits and vegetables are scarce. Potato stocks are light and prices remain at high level. Advances have been registered on stove and shoe polishes, salad dressing, coffee essence and Old Dutch.

Pork cuts have advanced one cent per pound. The decontrol on cheese in England has had the effect of stiffening the market and quotations are two cents per pound higher. Butter is easy. Eggs are firmer.

WINNIPEG—Supplies of sugar remain secure and higher prices are not unlikely. Corn syrups have advanced and the market is unsettled. Laundry and corn starches have advanced ½ cent per pound. There have already been preliminary increases on barley, rolled oats and split peas, which is an indication that a general advance on cereals is not unlikely. An advance of 8 cents per pound has been registered on Jamaica ginger. There is an indication that higher prices will prevail on the new pack of salmon. An advance of $2.00 per case over present prices is predicted in some quarters. The tea market has strengthened and higher prices are quoted on Ceylons and Javas.

Receipts of hogs are light and very little activity is shown on the market. Cheese market is firm and stocks are becoming lighter. Receipts of eggs are increasing and a slump in prices is expected. Butter, margarine and fish are unchanged.

QUEBEC MARKETS

MONTREAL, May 7—A big jump in the price of corn syrup features the market. Oranges are dearer. Vegetables are also up in price. Wrapping paper is higher and paper bags follow suit. Eggs and butter are higher, while a good supply of fresh fish has eased the prices in that line. The prospects for the new tea crop are very poor, indeed. Feed has taken a big jump and wheat feeds are almost unobtainable. Flour is very strong and higher prices may be expected in a short time. Cereals will likely be higher in the corn line on account of the strong market on corn.

Sugar Market is Firm

Montreal.

SUGAR.—There has been nochange in the sugar market since the new prices were enforced ten days ago. The sugar market is exceedingly firm and the expectation is held in many circles that higher prices will be current shortly.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 30
Do., No. 2 (Golden)	18 50
Do., No. 3	18 10
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 70
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Big Jump in Corn Syrup

Montreal.

MOLASSES.—In consequence of the high market on raw sugar the molasses market is also very high. Refiners prefer to turn their raw product into granulated sugar than to manufacture molasses. As a result molasses is very scarce and marketing is at a high price. The molasses market like the sugar market is very strong.

CORN SYRUP.—There is a sharp advance in the price of corn syrup. Cases are up thirty cents and bulk is up 1c cent a pound.

Corn Syrups	
Barrels, about 700 lbs., per lb.	0 09½
Half barrels	0 09¾
Kegs	0 10¼
2-lb. tins, 2 doz. in case, case.	6 20
5-lb. tins, 1 doz. in case, case..	7 15
10-lb. tins, ½ doz. in case, case	6 85
2-gal. tins, galv. each	3 00
5-gal. tins, galv. each	1 45
10-gal. tins, galv. each	2 75
Maple Cane Syrup	
1-lb. tins, 2 doz. in case, case	6 80
2-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, ½ doz. in case, case	7 45
Cane Syrup (Crystal) Diamond	
case (2-lb. cans)	8 60
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Crystal, 2-lb. cans (case)	6 85
	Prices for Island of Montreal
Barbadoes Molasses	
Puncheons	1 60
Tierces	1 63
Half barrels	1 65
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Package Starch Higher

Montreal.

PACKAGE GOODS.—There is no change in the price of package goods at the present time apart from the change spoken of last week in corn flakes. There is the usual summer demand for package cooked cereals and a strong market is in evidence. There has been an increase of ½c a pound in package starch. CANADIAN GROCER is informed that shortly there will be a sharp advance in the price of package flour and self-rising flour.

PACKAGE GOODS

Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1½s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 05
Do. (6-lb. pack.), doz.	6 00
Corn Starch (prepared)	0 13
Potato flour	0 16
Starch (laundry)	0 11¼
Flour, Tanioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	1 00
Celluloid Starch, 45 pks. case	5 20

Currants Seem to be Weaker

Montreal.

DRIED FRUITS.—There was a stronger market on currants evidenced last week but the market shows tendencies to break at the present time. There is no change in the price, however. The opinion has been expressed that the currant market will be a little easier in a short time. There is a good supply of dried apples and the prices are as low as may be expected. The other lines are fair at present prices

Apricots, fancy	0 28
Do., choice	0 24
Do., slabs	0 20
Apples (evaporated)	0 19
Peaches, (fancy)	0 28 0 30
Do., choice, lb.	0 23
Pears, choice	0 30 0 34
Drained Peels—	
Choice	0 24
Ex. fancy	0 30
Lemon	0 45
Orange	0 44
Citron	0 65
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Muscatels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 24 0 26
Do., 4 Crown	0 19½ 0 20
Fancy seeded (bulk)	0 25
Do., 16 oz.	0 24 0 26
Cal. seedless, cartons, 12 ounces	0 21 0 23
Do., 16 ounces	0 26 0 27
Currants, loose	0 20
Do., Greek (16 oz.)	0 24
Dates, Excelsior (36-10s), pkg.	0 15½
Fard, 12-lb. boxes	3 25
Packages only	0 19 0 20
Do., Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16 0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40
Do., 2¼s, lb.	0 45
Do., 2½s, lb.	0 49
Do., 2¾s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	0 12
Figs, Turkish, 3 crown, lb.	0 44
Do., 5 Crown, lb.	0 46
Do., 7 Crown, lb.	0 52
Figgs, mats	4 75
Do. (25-lb. boxes)	2 75
Do. (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 35
30-40s	0 30
40-50s	0 27
50-60s	0 23
60-70s	0 22
70-80s (25-lb. box)	0 20
80-90s	0 19
90-100s	0 17½
100-120s	0 16 0 17

Spice Market Firm

Montreal.

SPICES.—All spices are very firm this week at the prices listed. This trade has been, up to the present time, relying on the American importations for their supplies. As a result prices are very high and firm. There is an expectation, however, that the opening of navigation and the beginning of the import business will, to some degree, relieve the strain on spices. There is no change, however, up to the present time and prices are very firm and a strong market is experienced.

Allspice	0 23
Cassia (pure)	0 33 0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Cloves	0 85 0 90
Cream of tartar (French pure)	0 75 0 80
American high test	0 30 0 35
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	1 00
Mixed spice	0 30 0 32
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole	0 60 0 70
64, lb.	0 45
80 lb.	0 43
100, lb.	0 40
Ground, 1-lb. tins	0 65
Pepper, black	0 41
Do., white	0 52
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 28 0 30
Paprika	0 80
Tumeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	1 00 1 10
Cardamon seed, per lb., bulk	2 00
Carraway (nominal)	0 30 0 35
Cinnamon, China, lb.	0 30
Do., per lb.	0 40
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 75 0 80
Pimento, whole	0 18 0 20
Cream of Tartar, pure, French	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Tea Market is Strong

Montreal.

TEA.—The present price of tea is very firm with a strong market. The reports for the new crop are very poor and it is expected that quotations will be even higher than the price on the present stocks. There is no change this week in the price of tea.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 70
Early picking	....	0 75
Finest grades	....	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Market Unchanged

Montreal.

COFFEE.—There is no change in the coffee market this week, prices remaining firm at the quotations recorded last week. The coffee market is to be strong for some time.

COCOA.—No change in the cocoa market is reported this week although the demand is far above the average demand on cocoa. So far the manufacturers have been able to supply the increased demand but the shortage is being felt and a strong market is a result.

COFFEE		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Almonds Are Lower in Price

Montreal.

NUTS.—There has been a good demand for walnuts during the past ten days as a result of a break in the market. Almonds are a little lower this week, being quoted at 26c. Filberts are quoted at 22c, a break in the price of 6c a pound. This should result in a more brisk demand for this product. All other lines are firm at the prices quoted in the accompanying list:

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 33
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Corn Meal Higher Likely

Montreal.

CEREALS.—The future of the cereal market to-day is the high price of corn. This will doubtless lead to stronger prices on corn meal and other corn products, although there is no change, at the present time, in the prices. Corn meal may be expected to be higher in the near future.

CEREALS—		
Cornmeal, golden granulated	....	5 50
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Shoe Polish Advances

Montreal.

MISCELLANEOUS.—There is an increase in the price of some lines of shoe dressing to the extent of 10 and 15c a case. The glycerine dressing is now $1.50 per case, and combination is now $2.50. Jelly powder has advanced in some brands 10c, now quoted at $1.45. McLaren's jelly is now worth $1.70 per case. Wrapping paper is now 9c per pound and manila 9¼c. Kraft paper is now 14c per pound. The discount on automatic paper bags has been decreased ten per cent., making them considerably dearer.

Canned Goods Unchanged

Montreal.

CANNED GOODS.—There is no change this week in the price of canned goods. The demand is as usual with very firm prices listed. Some lines asparagus, and some brands of peas are very short at the present time and expect to be almost unobtainable in a very short time.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 50
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Rice Scarce and High

Montreal.

RICE.—The rice market is very strong at the present time and offerings in Siam rice are the only feature of the market. Siam rice is offered at 14½c. The other lines are very scarce and high in price.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Oranges Are $1.00 Higher

Montreal.

FRUIT.—Oranges are very scarce this week and a little dearer, as a result of the freight tie-up in the United States. Navel oranges are quoted a dollar higher on 126's. Bananas are probably a little easier and are in good demand. There is a very poor supply of apples on the market at the present time and little hope for anything better bein goffered.

Apples—		
Baldwins	....	8 00
Ben Davis, No. 1	6 00	7 00
Greenings	7 50	8 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias		10 50
Do., 100s and 150s		8 50
Do., 176s and 200s	....	10 50
Cal. Navels		
80s, 100s		6 50
126s		7 00
150s		7 50
176s, 250s		10 50
Florida, case		6 00
Tangerines		4 00
Cocoanuts		12 00

Vegetables Are Higher

Montreal.

VEGETABLES.—Despite the easier vegetable markets of last week there are much firmer prices quoted at present on the Montreal market. New beets are 50c a bag higher. Montreal cabbage is quoted at $7 a crate, an advance of $1 on prices offered last week. The first Egyptian yellow onions are on the market offered at $14 per hundred pound bag. This is much higher price than

quoted last week, but the product is supposed to be much superior to anything offered of late. Red onions are still higher, being quoted at $15 per sack. Montreal turnips are quoted 25c a sack higher and Florida celery is worth $10, an advance of $1 a crate. Lettuce is also up 50c a box.

Asparagus, Cal., case	....	10 00
Beans, new string (imported) hamper	8 00	9 00
Beets, new, bag (Montreal)	....	3 50
Cucumbers, doz.	3 00	3 50
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	.....	7 00
Do., crate	....	8 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	14 00
Do., red, 75 lbs.	....	15 00
Do., crate	....	3 00
Do., Spanish, case	....	8 00
Do., large white, per 100 lbs.	....	15 00
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 50
Do., New Brunswick	....	5 50
Do., sweet hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 00
Do., Montreal	1 25	1 50
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	6 00
American parsley, doz.	....	2 00
Florida Celery (4-doz. crate)	....	9 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	5 50
Parsley (American)	....	1 50
Tomatoes (Florida), crate	....	8 00
New Cabbage, Florida, crate	....	8 00
Green Onions, doz. bunches	....	1 50
New Carrots, hamper	....	1 75

Flour Market Very Strong

Montreal.

FLOUR.—Millers are only working at the best on half time and the production of flour is very low. As a result the market is very strong at the price allowed by the Wheat Board. There is a chance that the opening of navigation may stimulate the flour market for exportation, this is doubtful, however, and the strong market remains as it has been for the last two weeks. Corn meal flour is up from $4.75 to $5.10.

Spring Wheat Flour	....	13 30
Winter Wheat Flour	....	11 60
Blended Flour	....	12 70
Graham Flour	....	12 70
Whole Wheat Flour	....	12 70
Corn Meal Flour	....	5 10

Big Jump in Millfeeds

Montreal.

FEED.—There has been a sharp break in the feed market this week as a result of the stoppage in the milling process. All ground feeds are up from $3.50 to $4.00 a ton, there is no wheat feed offered on the market. The new prices are very firm and the market is exceedingly strong at the new prices. Chicken feed and crushed oyster shell are up five dollars per ton.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	28 00
Do., No. 2	....	27 00
Do., No. 3	....	24 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 22
No. 3 C.W.	....	1 18
Extra feed	....	1 18
No. 1 feed	....	1 17
No. 2 feed	....	1 15
Tough 3 C.W.	....	1 16
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

Corn Syrups Are Higher

Toronto.

CORN SYRUPS.—For several weeks past CANADIAN GROCER has pointed out that indications were for an advance in corn syrups. This advance has now taken place and amounts to 30 cents per case.

MOLASSES.—The market for molasses is firm with a tendency for higher prices. Fancy Barbadoes is rather scarce and prices are ruling around $1.50 per gallon.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 80
Cases, 5-lb. tins, white, 1 doz. in case	....	7 75
Cases, 10-lb. tins, white, ½ doz. in case	....	7 45
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 15
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

ONTARIO MARKETS

TORONTO, May 7—No improvement is shown in the supplies of sugar. Wholesalers have practically none to offer. Corn syrups have advanced 30 cents per case. Pot and pearl barley have advanced, also starch. Tea and coffee markets remain firm. Canned goods are steady and prices are firm. Shelled walnuts have weakened and quotations are lower. Rice supplies continue short and quotations remain at high levels. Cream of tartar is scarce, also ginger and nutmegs. Southern fruits and vegetables are in scant supply and no relief is looked for until the termination of the railroad strike.

Sugar in Scant Supply

Toronto.

SUGAR.—No improvement is shown in the supplies of refined sugar. Wholesalers have practically nothing to offer and the refiners remain closed until the arrival of raw material which will probably be in the course of a couple of weeks. The reports from the raw sugar market show an improvement over last week, insofar as receipts are concerned, but prices remain at the same high level, around 18½ cents for Cubans and 19½ cents for Porto Ricos, cost and freight.

St. Lawrence, extra granulated, cwt.	....	19 21
Atlantic, extra granulated	....	19 21
Acadia Sugar Refinery, extra granulated	....	19 21
Dom. Sugar Refinery, extra granulated	....	18 71
Canada Sugar Refinery, granulated	....	18 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Barley is Quoted Higher

Toronto.

CEREALS.—The cereal market is ruling firm. Corn and oats continue to advance and the indications are that prices on products of these grains will reach higher levels. Pot barley has advanced 25 cents per bag and pearl barley is up 50 cents per 98 pound bag.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Starches Have Advanced

Toronto.

PACKAGE GOODS.—All starches, both laundry and culinary, have advanced ½ cent per pound. Package cereals are

firm with an upward tendency particularly on corn and oat products.

PACKAGE GOODS		
Rolled Oats, 20s, round, case		6 50
Do., 20s, square, case		6 50
Do., 36s, case		4 85
Do., 18s, case		2 42½
Corn Flakes, 36s, case	3 90	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		4 20
Cornstarch, No. 1, lb. cartons		0 13
Do., No. 2, lb. cartons		0 11¾
Laundry starch		0 11¼
Do., in 1-lb. cartons		0 13¼
Do., in 6-lb. tin canisters		0 15½
Do., in 6-lb. wood boxes		0 15½
Celluloid Starch, case		5 20
Potato Flour, in 1-lb. pkgs		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s		3 65
Farina, 24s		2 90
Barley, 24s		2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s		4 50
Self-rising pancake flour, 24s		3 70
Buckwheat flour, 24s		3 70
Two-minute Oat Food, 24s		3 75
Puffed wheat, case		4 60
Puffed Rice, case		5 70
Health Bran, case		2 60
F.S. Hominy, gran., case		3 65
Do., pearl, case		3 65
Scotch Pearl Barley, case		2 60
Self-rising Pancake Flour, 30 to case		3 60
Do., Buckwheat Flour, 30 to case		3 60

Teas Remain Firm

Toronto.

TEAS.—Quotations for teas in primary markets continue upward and indications are that prices on local markets will also be somewhat advanced. Transportation at the present time is a big feature and a detriment in getting in supplies and importers state that it is more a matter of getting supplies than that of price.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Maple Syrup $3.50 Gallon

Toronto.

MAPLE SYRUP.—There is a good demand for maple syrup and prices vary according to the brand. One gallon cans are quoted at $3.50.

MAPLE SYRUP—		
2½-lb. tins, 24 to case		17 35
8-lb. tins, 10 to case		19 95
10-lb. tins, 6 to case		15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15-gal. keg, per gal.	2 90	3 50
16 oz. bottles, 24 to case	8 85	9 70
32-oz. bottles, 12 to case		9 15
Pure Maple Sugar, 1-lb. blocks,		

Canned Goods Steady

Toronto.

CANNED GOODS.—All lines of canned goods are in good demand and prices are ruling steady. Jams and canned fruits are especially active.

Salmon—		
Sockeye, 1s, doz.		4 75
Sockeye, ½s, doz.		2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Lobsters, ½ lb., doz.		6 50
Do., ¼-lb. tins		3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen		1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.		2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.		1 35
Spinach, 2s, doz.		2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.		5 00
Apples, gal., doz.		6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each		1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each		1 03
Do., 16 oz., doz.		4 25
Peach, 4s, each		1 02
Do., 16 oz., doz.		4 15
Red Currants, 16 oz., doz.		4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Shelled Nuts Unsteady

Toronto.

NUTS.—An unsettled condition is manifest in the market for shelled walnuts with the result that quotations have somewhat declined. Bordeaux shelled walnuts are quoted this week as low as 60 cents per pound and other quotations range up to 65 cents per pound. Shelled almonds are steady and prices are maintained. Shelled filberts, however, are very unsteady and quotations range from 35 to 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.		0 33
Do., Marbot		0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.		0 45
Peanuts, Spanish, lb.		0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian		0 65
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.		0 20
Brazil nuts, lb.		
Pecans, lb.		1 10
Do., Java		0 19½

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—There is no change in the dried fruit market. Stocks are fairly complete and are moving freely. Prices are unchanged.

Rice Supplies Short

Toronto.

RICE.—There is a shortage of all varieties of rice, particularly on the lower grades. Fancy Japan is quoted at 18½ cents per pound and Blue Rose Texas rice at 20 cents per pound.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.		
Siam, second, per 100 lbs.		15 00
Japans, fancy, per 100 lbs.		0 18½
Do., seconds, per 100 lbs.		15 00
Fancy Patna		17 00
Chinese, XX., per 100 lbs.		
Do., Simiu		
Do., Mujin, No. 1		
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling		14 00

Cream of Tartar Scarce

Toronto.

SPICE.—The market for spices is active with a shortage developed on cream of tartar, ginger and nutmegs. Prices are likely to be higher on these lines. Supplies of pepper in primary markets are low and importers are expecting higher quotations.

Vegetables Are Scarce

Toronto.

VEGETABLES.—Supplies of Southern vegetables are still scarce. The railroad strike being still unsettled, many of these lines are brought in by express with the result that prices are higher. New wax and green beans are quoted in hampers at $7.50. Texas onions are quoted at $6.00 to $6.50 per crate and $7.50 in bushel hampers. Potatoes are $5.75 to $6.00 per bag. Supplies are light and prices are expected to remain high.

Carrots, per bag	1 50	1 75
Parsnips, per bag		2 75
Radishes, Cal., doz.		0 75
Onions, Yellow Danvers, per lb.	0 08½	0 10
Spanish Onions, large case		6 00
Onions, white, large sacks		8 50
Celery, Florida	7 50	8 50
Cauliflower, Cal., standard crate		6 50
Potatoes		
Out., 90-lb. bags	5 75	6 00
Quebec, 90-lb. bags	5 75	6 00
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 25	1 50
Mushrooms, 1-lb. basket		4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate		6 00
Do., Texas, barrel		8 50
Do., Cal., case, 80 lbs.		6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.		1 00
Rhubarb, doz., bunches		1 25
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case		
Mexican Tomatoes in lugs		
Cucumbers, per doz.	1 00	4 25
New Carrots, hampers		4 50
Asparagus, Cal., per case		10 00
New Beets, hampers		3 50
Wax Beans, hampers		7 50
Texas Onions, hampers		7 50
Do., crates	6 00	6 50

Polishes Are Higher

Toronto.

POLISHES.—Shino stove polish, talls, have advanced to $1.25 per dozen and flats to $1.20 per dozen. Simplex shoe polish, black, tan and oxblood, is up to $1.20 per dozen. White is now $1.25 per dozen. Beaver shoe dressing has advanced to $1.80 per dozen. Japanese stove pipe varnish is up to $2.00 per dozen. Hawes floor wax is now quoted at $6.00 per dozen.

Beans Are Steady

Toronto.

BEANS.—Beans are moving steadily in an unchanged market. Japanese beans are quoted at 9½ cents per pound.

Flour Market Firm

Toronto.

FLOUR.—No new developments have occurred in the flour market. The indications are, however, that prices will be higher.

Some Lines Advance

Toronto.

MISCELLANEOUS. — Royal salad dressing has advanced as follows: Small size, $2.15 per dozen; 8 ounce or medium, $4.00; 16 ounce or large size, $7.50 per dozen. Kit coffee essence is $3.70 per dozen. Old Dutch Cleanser has advanced to $4.50 per case.

Strawberries Are 30 Cents

Toronto.

FRUITS.—Strawberries are now arriving freely and quotation on pint boxes are 28 to 30 cents. Oranges, lemons and grapefruit are rather scarce but this is only temporary owing to strike on U.S. railroads.

Cal. Navel Oranges—		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 50
176s, 200s, 216s, 250s, per case	....	9 00
Oranges, Valencias—		
126s, 150s, 176s	6 00	7 50
Do., Seedlings	7 00	7 25
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300s, 360s	4 00	4 75
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
36s, 46s, 54s	....	5 00
64s, 70s, 80s, 96s, 126s	6 00	6 50
Grapefruit, Cuban—		
54s, 64s, 70s, 80s, 96s	....	....
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	....	5 50
Tangerines, Cal.	....	4 00
Cranberry, Cape Cod, ½ bbl., cs.	....	6 00
Strawberries, pints	0 28	0 30
Pineapples, Porto Rico—		
18s, 24s, 30s, case	....	8 50

Shorts and Bran Scarce

Toronto.

MILLFEEDS.—There is a keen demand for all shorts and bran that is offered. The supply is limited and not near enough to meet the demand.

MILLFEEDS—		
Bran, per ton	....	51 00
Shorts, per ton	....	58 00

WINNIPEG MARKETS

WINNIPEG, May 7—Indications are increasing that sugar and sugar products will go to unprecedented heights very shortly. According to a report received locally this week, a 1,000-lb. lot of sugar was sold in Chicago this week at 32 cents a pound. Immediately afterward, several more bids at the same price were received, but no further stocks were available. Jams, candies and syrups already have jumped in price and it is predicted that jams will take further leaps before the fall when canning is done.

Sugar Supplies Scarce

Winnipeg.

SUGAR.—The sugar situation still predominates in the local market. Dealers said this week that another large advance was not unlikely. Local stocks are being considerably depleted, and not a great deal is being received. It is reported that most of the Eastern refineries have been temporarily closed down. Sugar in Chicago, according to a report received in Winnipeg, was sold recently at 32 cents a lb. for a 1,000 lb. lot.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Syrups Are Higher

Winnipeg.

SYRUP.—As predicted last week, syrups were advanced in price 30 cents a case. The market still is uncertain, and depends upon the situation with regard to sugar supplies.

CANE SYRUP—	
Rogers, 2s	8 15
Do., 5s	9 65
Do., 10s	9 20
Do., 20s	9 05
CORN SYRUP—	
Cases, 2 lb. tins, white, 2 doz. in case	7 10
Cases, 10 lb. tins, white, 1 doz. in case	8 70
Cases, 10 lb. tins, white, ½ doz. in case	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	7 25
MOLASSES—	
2-lb. tins, 2 doz. case	7 85
3-lb. tins, 2 doz. case	11 05
5-lb. tins, 1 doz. case	9 00
10-lb. tins, ½ doz. case	8 75

Starches Advance

Winnipeg.

PACKAGE GOODS.—The market is firm and unchanged from last week. There is still a strong feeling, however, that higher prices will prevail within a short time

STARCH.—Dealers announce an increase in the price of starch this week of ½ cent a pound.

PACKAGE GOODS		
Rolled Oats, 20s, round cartons.	5 35	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 60	4 00
Cooker Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornstarch No. 1, lb. pkts., per lb	....	0 11½
Laundry Starch in 1-lb. cartons, lbs.	....	0 12
Do., in 6-lb. tin canister	....	....
Do., in 6-lb. wood boxes	....	....
Gloss Starch, 1-lb. pkt., 40 in case, per lb.	0 12	0 13¾
Do., 6-lb. tins, 8 to case, per lb.	....	0 15¼
Celluloid Cold Starch, 1s, 45 in cs.	....	4 95
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 8 doz. case, case	....	4 60

Cereals May be Higher

Winnipeg.

CEREALS.—There have been preliminary increases on barley, rolled oats, and split peas, which is taken as an indication that a general advance in prices may take place soon. Otherwise, the market is firm.

Cornmeal, golden, 49-lb. sacks, per sack	....	2 40
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 00
Do., pot, 98-lb. sack, per sack	....	7 75
Buckwheat, Gritz, 100-lb. sacks	9 90	10 90
Rye Flour, 98-lb. sacks	....	5 25
Rolled oats, 80-lb. sack	....	4 85
Rolled wheat, 98-lb. sack	....	7 50
Linseed Meal, 100-lb. sacks, per lb.	....	0 12
Whole Yellow Peas, 60-lbs., per lb.	....	0 04
Do., green, 36 case, per case	....	3 75
Split Peas, 98-lb. sack, per sack	....	9 00

Jamaica Ginger Goes Up

Winnipeg.

SPICES.—An advance of eight cents a pound in Jamaica ginger featured the market this week. This is a result of the short supply and a big demand, as a good deal of Jamaica ginger has been withdrawn from the market for use in manufacture of soft drinks. The general spread of prohibition both in Canada and the United States has considerably increased the demand for this commodity.

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 38
Do., 5-lb. boxes, per lb.	....	0 42
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 33
Japan chillies	0 30	0 32

Prunes Are Unsteady

Winnipeg.

DRIED FRUITS.—The market this week was firm, with the exception of prunes, which are reported to be shaky. Shipments of dried fruits are infrequent as yet, the local market not having recovered from the railwaymen's strike.

Evaporated apples, per lb.	0 24½	0 25
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz, to case, per pkt.	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
PRUNES—		
40-50s, per lb.	0 32½	0 33
50-60s, per lb.	0 27	0 28
60-70s, per lb.	0 25	0 26
70-80s, per lb.	0 24	0 25
80-90s, per lb.	0 21½	0 22½
90-100s, per lb.	0 20½	0 21½
In Cartons, per carton	....	1 38
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20
9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	....	0 33
50-lb. boxes, choice, fancy, lb.	....	0 30

New Pack Salmon Higher

Winnipeg.

CANNED GOODS.—There is talk of higher prices for the new pack salmon. It is said $2 a case over last year's price will be the new demand, which will result in a high retail price for the best grades. The trade is generally skeptical with regard to the consumers taking the catch at the prices which will have to be charged. The offerings in canned fruits and vegetables are becoming lighter. The market seems to be well cleaned up in Eastern Canada, and holders of any of these commodities are asking stiff premiums over open prices for anything in these lines.

CANNED FRUITS		
Apples, 6 tins in case, per case..	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case..	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz...	....	4 00
Do., 2s, 2 doz. case, per case..	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50
CANNED VEGETABLES		
Asparagus tips	....	2 75
Beans, Golden Wax	....	4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s	....	4 50
Peas, standard, 2s	....	4 25
Do., Early June, 2s	....	4 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	4 50
Spaghetti, 1s	....	1 39
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	1 90
CANNED FISH		
Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ½s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz...	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz..	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Do., 2s	....	3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case.....	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00

Nuts Are Firm

Winnipeg.

NUTS.—The market remains firm, with no price fluctuations. The tendency is upward, however, importers report.

NUTS—		
Pecans, in shells, per lb		0 30
Peanuts, in shells, roasted, lb	0 20	0 25
Do., green, per lb	0 18	0 23
NUTS, SHELLED—		
Salted Peanuts, 10-lb. tins, tin	....	4 20
Spanish Valencia Almonds, lb	0 62	0 65
Jordan Almonds, per lb.	....	0 75
Walnuts, Manchurian, per lb...	0 80	0 82

Exchange Affects Coffee

Winnipeg.

COFFEE.—A decline of a cent a pound in Santos coffee at the source owing to the drop in sterling exchange was reported this week. This stock, however, cannot possibly reach the local market for 90 days at least. Spot stocks are running low.

COFFEES—		
Santos, per lb.	0 45	0 47
Bourbon, per lb.	0 46	0 48
Maracaibo, per lb.	0 52	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	0 55	0 59

Ceylon Tea Advances

Winnipeg.

TEAS.—Ceylon and Java teas have advanced. Generally, the market is now recovering from the fall which occurred during the past month.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Jams Will be Higher

Winnipeg.

JAM.—The effect of the constantly decreasing supplies of sugar is being felt by all sugar products. The latest commodity in which sugar is used to feel this effect is jam. All jams are scheduled to increase considerably, it was predicted this week.

Beans Show Strength

Winnipeg.

BEANS.—The market during the earlier part of the week was very low. Since the heavy demand, however, it has firmed up considerably. There are indications of considerable increases shortly. Importers already are asking 75 cents to $1 over present prices.

Rice Supplies Short

Winnipeg.

RICE.—Supplies of rice are getting short on the Winnipeg market, but the prices remain unchanged. As in the case with nearly all grocery lines, there are possibilities that the prices will go up.

RICE		
No. 1 Japan, 50-lb. sack, lb		0 17½
No. 1 Japan, 100-lb. sack, lb....	....	0 17¼
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.		1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18½
Do., 10 x 8 lb. bags, per bag.	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 13½
Do., in less quantities	....	0 14
Tapioca, pearl, per lb.	0 13	0 13½

Fruits Get Scarce

Winnipeg.

FRUIT.—The market is quiet on account of the strike. Many cars containing new fruits have been lost in transit, or else sold as rolling cars to eliminate loss by rotting. Until a week ago, nothing was shipped from California for the several weeks of the railwaymen's walkout. Oranges and lemons are slated to go up, while head lettuce and celery are almost cleaned out. Things will reach normal again by the end of next week, it is predicted. Valencian oranges are expected soon.

Navel Oranges		
80s, per case	....	5 50
100s, per case	....	6 50
126s, per case	....	7 50
150s, per case	....	8 75
176s, per case	....	10 00
200s, 216s, and smaller, per case	....	10 75
Cal. Blood Oranges, 176 and smaller, per case	....	10 50
Lemons, Cal., per case	7 50	8 00
Bananas, red, per lb.	....	0 10½
Strawberries, 24 pts., case	....	6 50
Grapefruit		
36s, 46s		5 75
54s, 100s		6 50

Vegetables Tend Higher

Winnipeg.

VEGETABLES.—There is a tendency for vegetables to be higher all along the line. It is harder to buy than to sell these goods. Everything in the market is gradually being cleared out, with very little coming to replace it. The strike in the United States is beginning to be felt now as little shipments, with the exception of occasional rolling cars, are being received. To obtain an occasional shipment, dealers must pay a considerable premium to express companies. This helps in increasing prices.

Potatoes, per bushel	3 50	4 00
Turnips, per cwt.		4 00
Beets, per cwt.	....	5 00
Carrots, per cwt.		5 00
B.C. onions, per cwt.	....	....
Cabbage, per cwt.	9 00	10 00
B.C. apples, box		3 50
Ontario apples, box		3 50
Tomatoes, Mex., per lug, 20 lbs.	....	5 00
Cauliflower, per case		4 50
Fresh rhubarb, lb	0 15	0 18
Head lettuce, per case		5 50
Do., per dozen	....	1 50
Leaf lettuce, imported, doz.	....	0 75
Celery, per crate	....	....

VANCOUVER MARKETS

VANCOUVER, May 7—There is still a shortage on molasses; there have been shipments of Barbadoes and New Orleans recently, but the market has been bare and these shipments were speedily absorbed. Prunes are quoted at a lower figure. Figs are a drug on the market

Figs Are a Drug on Market

Vancouver.

FIGS.—While the white cooking figs are selling freely at 15c and the black figs at 14c there really is no market price for the packages of California eating figs. In most cases the shipments arrived on or after Christmas and were therefore too late for the Christmas trade. Every season there are some of these California shipments delivered too late for the Christmas trade and the California shipper might just as well advise the Vancouver wholesaler what he owes him and keep the shipment as

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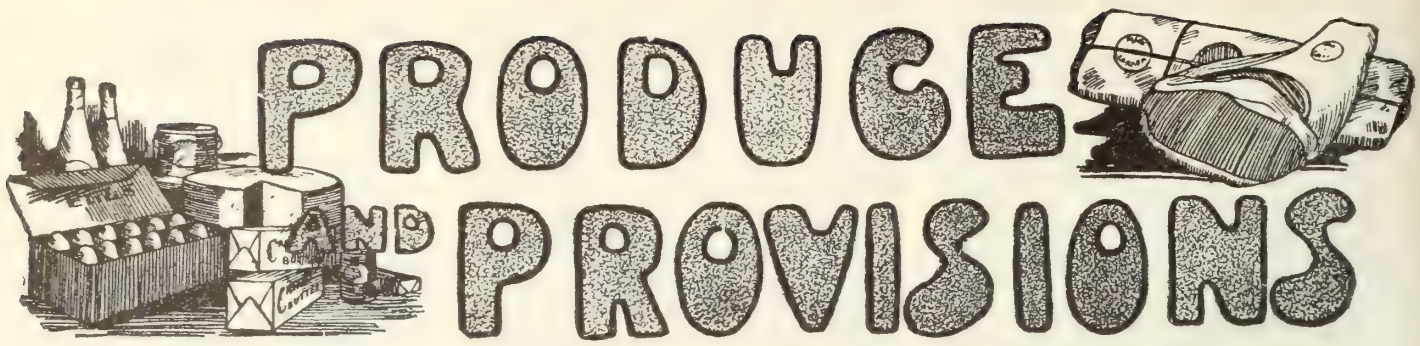


Cooling System in Store Windows Aids in Selling Cooked Meats

Modern Equipment in Brown Bros.' Store at Owen Sound, Ont., Increases Business in Fresh Fruits, Meats and Vegetables—Stimulating Sales of Cooked Meats

"SERVICE, Satisfaction and Sanitation," that is the motto of Brown Bros. store, Owen Sound, and is fully carried out in every particular. If there is anything in the old epigram that "Cleanliness is akin to Godliness" then this store is surely entitled to accept this title as being part and parcel of their their equipment. Walls, ceiling and counters are finished in spotless white enamel with the trimmings in fumed oak.

The modern refrigerator system is the best manufactured, and is installed throughout the store enabling the firm to keep fresh meats, fruits and vegetables in perfect condition even during the hot summer months, and also permits the goods to be displayed to the best advantage. Another feature of this cooling system is that the whole store can be kept at an even temperature, having the effect of eliminating all flies and other insects, which hitherto has been looked upon as an impossibility in a store handling meats and groceries.

The summer season is the time when most housewives are looking around for foods that require no cooking, and is therefore the time to make a special effort to push these lines by window display, advertising or otherwise telling something about these goods that will set customers to thinking along the lines of cooked meats. Displaying cooked meats in the windows during the summer months is a real proposition, as these lines are very susceptible to heat, and always an attraction to flies and other insects flying around, ready to pounce on the nicest looking article in the store. Realizing all this, Brown Bros. set about to devise some plan whereby this nuisance that is such a detriment to business could be overcome. A system of refrigeration is installed in the windows that answers the purpose admirably and permits the displaying of cooked meats even on the hottest day in the summer.

Also Sells Groceries

On each side of the store are arranged shelves for the purpose of containing the grocery stock of bottles, cans and packages. Beneath the counters are the bins for bulk goods such as tea, sugar, rice, cereals, etc., etc. Each counter is equipped with computing scales, meat slicer and cash register. This arrangement is identical on both sides of the store, as to fixtures and the variety of stock carried. "The purpose of this plan," stated Mr. Brown to CANADIAN GROCER "is that it saves a great deal of time and the confusion of clerks chasing from one side to the other in order to get the goods required by the customer."

Deliveries From Rear

In the rear of the store is a large room used for a receiving department and also for the assembling of orders that are to be delivered. This department has a rear door sufficiently large to allow the trucks and wagons to back in, thereby permitting the loading and unloading to be carried on under cover during the wet and stormy weather. All orders that are to be delivered leave by this rear department. This is another innovation that saves a lot of confusion caused by the delivery boys loading from the front entrance.

All the meat, poultry and eggs handled by Brown Bros. is produced on their own farms and puts the firm in a position of knowing the quality of the article sold. They also get all the profit, from producer to the customer. They cure their own meats, make their own sausage, bologna, headcheese, and do an extensive business in ground bone for chicken feed.

Exterior of Brown Bros. store, Owen Sound. Showing the cooling system installed in the window

Interior of Brown Bros.' store, Owen Sound, Ont. "Service, Satisfaction, Sanitation" is the motto of this store.

Believe Cash and Carry Only System

Arnold Bros. Operate Four Stores in Toronto, Selling Meats, Fish, Provisions and Groceries—All Stores Are Equipped With Modern Refrigerator Counters

WHEN a CANADIAN GROCER representative dropped into the Bloor Street store of Arnold Bros.,Toronto, he was greeted with "Have a taste of our dairy farm sausage" from a young lady dressed in snow-white coat and apron standing behind a table covered with a white cover and laid out with electric cooker and dainty plates. There was also on the table a display of fresh sausage and shortening. The lady was genially handing out sizzling hot sausage to the crowd around the table, who were listening with much interest to the demonstrator tell something about dairy farm sausage, the method of making, the kind of meat used, the seasoning and other things about the products.

Demonstrator Doesn't Sell

One fact that impressed CANADIAN GROCER was that the demonstrator did not ask any person to buy or in her talk was there any indication that a purchase should be made. It was just a friendly chat upon the product. In referring to the demonstration George Arnold remarked, "We have our own demonstrator whom we place in our different stores to demonstrate our own brand. One week it will be tea, another coffee, baking powder or sausage. These demonstrations have been the means of creating a demand for these lines. We demonstrate only our own brands as for instance—the baking powder is put up under our own label so that when a customer trys it and likes it she must then come to our store to get that particular brand. There is one thing that we firmly insist from our demonstrator, and that is, she must not under any consideration make a sale, because we do not want the people testing our goods to feel that they are expected to buy. Of course if a request is made for the goods then the demonstrator directs the customer to the department where the goods are sold."

Cash and Carry the Only Way

Arnold Bros. operate four stores in Toronto handling meats, fish, provisions, and groceries on the cash and carry plan. Hear what Mr. Arnold has to say on this system. "There is only one method of conducting a retail business to-day, and that is on the modern system of cash and no delivery. In the first place we have no bad accounts whatever to collect. The sale is made, and the money is received at once and that ends the transaction. In the second place we know at the end of each day how much profit is made without a lot of detail book-keeping. As for delivering, that is a thing of the past. We wouldn't think of returning to it. The tremendous upkeep of delivery system and the worry of getting the orders out is too great. People will carry their purchases alright, at least that is the way we find it."

Complete Refrigeration Plant

Arnold Bros. stores are equipped with a complete refrigeration plant, even the windows. This last enables meats, both cooked and fresh, to be displayed, even on the hottest day in summer and also eliminates the nuisance of flies—the bugbear of the food stores. Each department is conducted on a separate basis as to manager, clerks and cash register. Once every week the business of the department is balanced and a report handed to the general manager of the store so that he is in close touch with every department and he knows which department is showing a profit, and if a department does not show the necessary profit the firm is then in a position to know the reason and the trouble is rectified.

This firm also employs a great number of women clerks who are all uniformed in white cap, coat and apron. This gives the store an atmosphere of sanitation and cleanliness. In speaking of these clerks Mr. Arnold remarked. "We place a girl wherever it is possible, as we find them as a rule to give entire satisfaction. They seem to have the faculty of getting rid of the odds and ends of stuff at a profit, whereas a man is more inclined to allow these pieces to accumulate and eventually there is a loss. We pay these clerks good wages, in fact some earn as much as the highest paid man, outside of the manager."

Interior of Arnold Bros. New Store, on Bloor Street, Toronto. — Display is an important feature.

Refrigerator Counters Build Business

Goode & Mackay, Walkerton, Ont., Sell One Brand of Sausages Only, Making Them a Special Feature on Saturday—Sales Heavy

"REFRIGERATOR counters have built up our business very considerably," remarked Mr. Goode of Goode & MacKay, grocers at Walkerton, Ont., to CANADIAN GROCER the other day. "We have had them now for the past seven years, and in that time, we can say that our produce and provision department has been a real source of profit. Not only from the standpoint of freshness and sanitary necessity are these refrigerator counters a good thing, but for the purpose of display, they are unexcelled."

Goode & Mackay are among the oldest established grocers in Walkerton. Their clientele covers a wide territory, and a very large farming trade is carried on. The store arrangement is effective in the way of attracting attention, and display is an important feature. The whiteness of the place at once conveys the impression of absolute cleanliness. The refrigerator counter, while not a large one, extends across one end of the store, at right angles to the main counter. It is divided into compartments, and hams and bacon, butter and eggs are attractively shown. Goode & Mackay do not sell fresh meat, with the exception of sausages, and these they make a specialty of.

Selling Sausages

"We have endeavored to build up a reputation for sausages here," stated Mr. Goode, "and carry only the one kind. We have been selling this particular brand of sausages now for some time, and by confining our selling efforts to them alone, we find our trade won't have any other. Our week-end trade runs very high. We always make a feature of them, displaying them well, and suggesting them to our customers. But our trade in sausages has now become so well established that we do not have to talk them up very much, except to new people coming into the store for the first time. We get shipments two and three times a week, and always have them fresh. But our Saturday trade is the largest. The refrigerator counter has certainly helped these sales. The fact that people can get them fresh, and also that they can see them nicely displayed in the refrigerator, are strong factors in their sale."

Meat Slicer an Economy

"Have you a meat slicer?" the GROCER representative asked Mr. Goode.

"We have had one for years," he replied, "and wouldn't be without it. It is the only way to economically handle hams and bacon. We sell a lot of sliced bacon and ham here, and a slicer is the only way to cut it up, if a profit is to be made." Mr. Goode believes it is possible to sell bacon and ham at a profit. He states that they always do, and the small ends of bacon and ham can be disposed of, if attention is directed to this detail. The small pieces can be taken in slicing to avoid unevenness in the sizes of the pieces. Having the bacon cut up in quantities beforehand, is one way to eliminate carelessness in slicing, and in this way it can be very nicely shown in the refrigerator counter.

Goode & Mackay state that their butter and egg trade is very large. They carry on a large produce business, and pay some attention to making this end of their grocery trade, both profitable and a real service.

Selling Butter and Eggs

Butter and egg business in connection with their regular store trade is carried on by the merchants in Mildmay and Walkerton. Stephen Bros., in Walkerton

Ont., told CANADIAN GROCER that they did a very extensive trade in buying and selling butter and eggs. They pay cash for some of these supplies, but a good deal of this trade is a matter of exchange. The receipts are disposed of chiefly in Toronto.

Knectel & Knectel, in Mildmay, Ont., stated that their receipts of butter and eggs amount to $200 on a Saturday, to say nothing of the large amount of cream that they buy and ship out to Montreal. This is a big feature of their business and one that means much to their grocery and other departments. Getting the farmers coming to the store to sell their produce, they not only take away a goodly portion of the returns in goods, but are very often tempted to buy something that they had not intended purchasing, providing the same is sufficiently well displayed.

A Good Fish Service the Best Kind of Advertisement

"OUR fish trade is an a very heavy scale," remarked F. P. Houlahan, of Sherbrooke, Que., to CANADIAN GROCER in the course of a recent conversation.

"Our fish comes fresh from the fishing boats every Thursday night and we clean them ourselves in the basement of the store. There is a large ice box there where they are kept in the best possible condition. It pays to be careful in such a trade because it only takes a very short time to get a reputation, either good or bad. Once the good reputation is attained it is only a matter of holding it and the business will develop itself into surprising proportions. We have succeeded in getting the business of supplying the dining car service with fish on all the through lines. A good fish service will advertise itself and will amply repay every effort put forward in its behalf."

Cheese Quotations Are Higher

Following the Decontrol of Cheese by the British Ministry of Food, Prices Take a Sudden Jump—Montreal Receipts for Year Just Closed Less Than the Previous Year

THE cheese market, after many months of marking time, has at last stirred itself and shipments of cheese that have been held awaiting the re-opening of export business will now go forward. The British Ministry of Food has decided that Canadian cheese would not be purchased direct by the British Government this season, and that the maximum importers' selling price would be removed but the maximum retail selling price of 1 shilling 8 pence (which figures to about 40 cents per pound) will remain in force. This has been the effect of considerably strengthening the cheese market, quotations this week are 2 to 3 cents per pound higher.

"We are not quoting cheese to-day," said one exporter to CANADIAN GROCER. "I know of some cheese being sold at 31 cents per pound, but I feel certain that prices will go higher; however, the market is unsettled and just at what price it will rest I am not prepared to say."

The major portion of old cheese available for sale is pretty well cleared up. One car lot of September cheese for export was sold at 31 cents. The stocks of new cheese coming forward are of course fodder made and consequently must go at once into consumption. The present price of this new cheese is ranging around 30 cents. Just to what the future will be in regards to prices is very uncertain in view of the fact that the retail price in England is still controlled. It is interesting to note that the receipts of cheese at Montreal for the twelve months ending April 30th, 1920, were 1,569,574 boxes against 1,718,947 boxes the previous twelve months, a decrease of 149,373 boxes.

May Extend Time For Oleomargarine

Want Permission to Manufacture Oleo Until August 31, 1921, and Sell It Until March 31, 1922

The proposal of the Government to extend the time during which oleomargarine may be manufactured, imported and sold in Canada is apparently meeting with very little opposition in the House. The resolution is for extending the time during which oleo may be manufactured and imported into this country to August 31, 1921, and for sale until March 1, 1922.

Oleomargarine has had a large sale in Canada since restrictions on its sale were removed on December 10, 1917. Up to the present 18,358,046 pounds of this butter substitute have been manufactured, while 12,071,287 pounds were imported up to the end of February last.

A STRIKING OBJECT LESSON

An Orillia, Ont., grocer has a striking object lesson in one of his windows. Three potatoes are shown, which, at the present price, are worth ten cents. These are flanked by bushels of beans, at ten cents a pound, and the economy of using the latter as a substitute urged. Potatoes are now a luxury, and comparatively few families can readily afford to buy them.

STEFANSSON WOULD TAP ARCTIC FOR WORLD'S FOOD SUPPLIES

New York, April.—Vilhjalmur Stefansson, noted Arctic explorer, arrived here to-day on the steamer St. Paul from Southampton and Cherbourg. While in England he urged a plan to tap the Arctic food reserves, to relieve the world shortage, and endeavored to organize an expedition to further that project. Stefansson said palatable food in unlimited quantities is available in the Arctic.

Goode & Mackay, Walkerville, Ont., believe in showing their goods to advantage as the silent salesman indicates.

Refrigerator counters are a great asset in a provision department, say Goode & Mackay, Walkerton, Ont.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 7.—All staple lines of foodstuffs are again on the up-grade. Butter is firmer; fresh creamery is quoted at 72 cents per pound. Eggs are higher, selling at 48 cents per dozen. Potatoes have advanced $1 per bushel, now quoted at $3.75. Cooked meats are up 5 cents per pound, and fresh meats are also higher. Rhubarb is selling at 50 cents a case lower. There are very few vegetables obtainable owing to the strikes across the border, and what is available is commanding very high prices.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 72
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 48
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	....	3 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 7.—Business is reported good and collections also. The markets for the most part are unchanged. Sugar is scarce and prices expected to be higher. Molasses has advanced to $1.65. Eggs are plentiful at 46 cents per dozen. Potatoes are exceptionally high and the quality is low grade. Quotations are $9.50 per barrel. Breakfast bacon is easier.

Flour, No. 1 patents, bbls., Man.	....	15 10
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 40
Rolled oats	....	12 50
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 65
Sugar		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 29½	0 30
Eggs, fresh, doz.	....	0 46
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	....	0 42
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	0 58	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	9 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	7 00	8 00
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 7.—Corn syrups have advanced 30 cents per case. Starch also advanced ½ cent per pound. Wagstaffe's strawberry jam in 4-pound tins now $1.40. Lard has declined, 3s now quoted at $17.60 to $18.00. Local supplies of eggs are short and are being brought in from Saskatchewan. Cheese is firmer and quotations are higher. Kootenashi beans are selling at $7 to $7.50 per bushel. Nut bars, Egg-O baking powder and cocoanut in packages have registered declines. Holland sugar is being offered to arrive around 27 cents per pound. Potatoes are $120 to $140 per ton.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 29	0 30
Butter, creamery, lb.	0 70	0 74
Do., dairy, lb.	0 55	0 60
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	....	15 50
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 22	0 25
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	120 00	140 00
Lemons	7 50	8 00
Oranges	7 50	8 00
Grapefruit	....	7 00

VANCOUVER MARKETS

Continued from Page 163

make a late delivery; there is invariably a loss to be borne. One Vancouver retailer has his window full of 10c packages of figs—for sale at 5c—somebody is unloading at a loss.

Prunes Slightly Lower

Vancouver.

PRUNES.—One of the wholesalers is selling prunes this week at the following prices:

60—70s.....18c
50—60s.....20½c
40—50s.....28c

Lard is Weaker

Vancouver.

LARD.—At present the lard market seems to have a weak tone and further slight declines are expected. The prices now ruling are:

For pure lard in 3 lb. tins..$18 per case
Compound lard in 3 lb. tins.....$17.40

Tunis Dates Arrive

Vancouver.

DATES.—A shipment of Tunis dates is selling rapidly. The packages weigh 12 ounces and wholesale at 25c per package. The other dates for sale here weigh but 10 ounces and have been selling at the same price.

Bean Market Weak

Vancouver.

BEANS.—While the market cannot be said to have declined on beans, it is stated that prices are not firm where actual business in any quantity is in sight. Nominally the market stands for Kotenashi beans a tfrom 7 to 8c.

Strawberry Jam Scarce

Vancouver.

JAMS.—Wholesalers advise that the stocks of strawberry jam are almost cleaned up. They also prophesy that prices will be higher next season by one to two dollars.

Canned Tomatoes Weaken

Vancouver.

CANNED GOODS.—The present market for canned tomatoes stands at around $2 to $2.25, but there are tomatoes offering from California and will be probably sold on this market at 20c less.

Molasses Supply Short

Vancouver.

MOLASSES.—There is still a shortage on molasses. There have been shipments of Barbadoes and New Orleans recently, these shipments were speedily absorbed, and it looks as if a shortage will continue. Prices at present stand at:

$4.75 per case for 36.....1½s.
$5.50 per case for 24.....2½s.
$5.25 per case for 12.....5s.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

When Quality is Called For— DAVIES is Chosen

During the time of high prices the Canadian housewife is constantly demanding "Quality" whenever she does any shopping.

That is why she chooses "Davies" Quality Products out of the many brands put before her.

"Davies" Quality lines are well worth your while to feature—you will find them sure trade winners, as they give the utmost satisfaction.

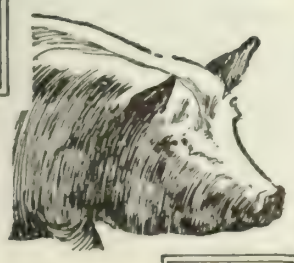
Try some "Peerless" Brand Bacon. It has that sweet, mild cure that pleases.

"Davies" Cooked Hams, Bologna, Headcheese, Sausages, Pork Pies, Canned Meats, are what will help you build up a big volume of business.

Write us to-day, and, if we have a salesman in your vicinity, we will instruct him to call.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO -- MONTREAL



Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 6—The Quebec produce market is very firm this week with some advances. Creamery butter is quoted a cent higher than last week with a stronger market. Eggs are in great demand for storage and packing, which points to higher prices. Eggs are quoted at 55c this week, an advance of two cents. Fresh meats are firm with slight changes in some choice cuts. Lard is firm and unchanged. Cheese is unchanged with a strong market. Exportation may affect cheese prices. Fresh fish is in good supply with easier prices. Lake fish are coming in and halibut is cheaper.

Fresh Meats Are Firm

Montreal.

FRESH MEAT.—The prices on live hogs are firm this week at the advanced levels. 21 cents a pound is quoted for live hogs. Some cuts are slightly higher as result of the advanced prices last week. Loins are quoted at 41c; shoulders are also higher, quoted at 29c. Price of beef is very firm, with a change in the prices of the dressed part. Hind quarters are selling at 22c and 28c; front quarters are quoted at 14 to 18c. Fresh lamb is almost unobtainable and prices are not quoted. Frozen lamb is firm at the prices quoted.

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 29
Fresh Pork—	
Legs of pork (foot on)	0 36
Loins (trimmed)	0 41
Loins (untrimmed)	0 37
Bone trimmings	0 23
Trimmed shoulders	0 26½ 0 29
Untrimmed	0 28
Pork Sausage (pure)	0 25
Farmer Sausages	0 20

Fresh Beef

(Cows)			(Steers)	
$0 22	$0 28	Hind quarters	$0 25	$0 30
0 12	0 15	Front quarters	0 14	0 18
..	0 10	Loins	....	0 44
....	0 28	Ribs	....	0 30
....	0 15	Chucks	....	0 16
....	0 22	Hips	....	0 24
Calves (as to grade)			0 22	0 28

Lambs 50-80 lbs. (whole carcass), lb., frozen	0 32
Do., fresh	....
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	0 20

No Change in Cooked Meats

Montreal.

COOKED MEATS.—Prices are very firm this week in cooked meats. There is no change in listings, but quotations are very strong in this line.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Ham, cooked	0 5[illegible]
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, lbs.	0 64

Barrelled Meats Firm

Montreal

BARRELLED MEATS. — There is [illegible] change in the price of barrelled meats. The demand is very good, as the prices on fresh meats are very high. The prices are very firm as a result of the strong prices on all meats.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Fresh Fish in Good Supply

Montreal.

FRESH FISH.—Haddock and steak cod are in good supply with slightly easier prices. Cod is quoted at 10c a lb. There are new arrivals of fresh halibut by express. Fresh lake fish is appearing on the market for the first time this season. Dressed perch, barbotte and pike are offered for sale. Smoked fish are in good supply. Finnan haddie, fillet, and smoked herring, are slightly easier in price.

FRESH FISH

Haddock	....	0 07
Steak cod	....	0 10
Market cod	0 07	0 07½
Mackerel	....	0 18
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 30
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Halibut	....	0 25
Gaspereaux, per lb.	....	0 06

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 18
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewives	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	18 00
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb		0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

SMOKED

Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per lb.	....	2 15
Bloaters, new, per box	....	2 00

Advance on Some Bacon

Montreal.

PROVISIONS.—Although there is no change in the price in hogs this week, there is just a shade of an advance in the price of bacon. This is only affecting a few lines of the best bacons. Smoked breakfast bacon is quoted one cent higher now at 41c.

Smoked hams are a little higher in some brands. The heavy hams are listed a half cent higher.

BACON—		
Breakfast, best	....	0 46
Smoke Breakfast	....	0 41
Cottage Rolls	....	0 36
Picnic Hams	....	0 30
Wiltshire	....	0 46
Medium Smoked Hams—		
Weight, 8-14, long cut	....	0 32
Do., 14-20	....	0 37
Do., 20-25	....	0 34
Do., 25-35	....	0 27
Over 35	....	0 26

Control on Cheese Lifted

Montreal.

CHEESE.—The control has been listed on the importation and sale of cheese in England. There is some doubt as to the effect this will have on the Canadian market. It may cause an increase in the price of cheese for home consumption, as there will be no restriction on the selling prices in the Old Country. The price of cheese this week is, however, firm at the quotations given last week.

CHEESE—		
New, large, per lb.	....	0 29½
Twins, per lb.	....	0 30
Triplets, per lb.	....	0 30
Stilton, per lb.	....	0 36
Fancy, old cheese, per lb.	....	0 32
Quebec	....	0 30

Egg Prices Advance

Montreal.

EGGS.—On account of the great demand for fresh eggs for packing and exportation, the prices firmed up to 55c a dozen. This is an advance of 2c on the prices quoted last week.

Butter One Cent Higher

Montreal.

BUTTER.—There has been a slight change in the price of creamery butter this week. The market has firmed up and quotations given on creamery butter in print are 64c a lb., an advance of 1c a lb. on the prices given last week. Creamery butter in solids is quoted at 63c a lb.

BUTTER		
Creamery, prints, qual., new	....	0 64
Do., solids, quality, new	....	0 63
Dairy, in tubs, choice	0 48	0 56
Dairy, prints	....	0 57

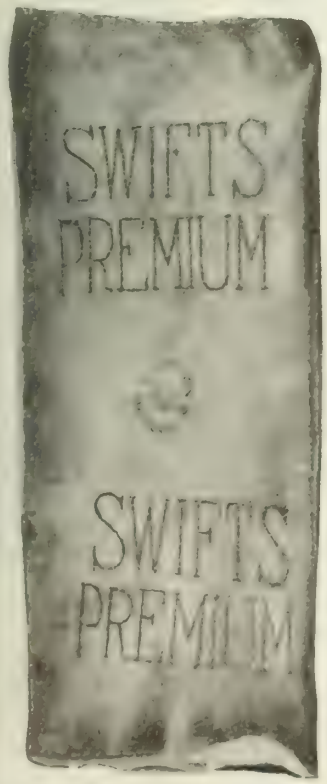
Four Ways To Increase Ham and Bacon Sales—

(1) Take advantage of the season's demand. (Just now your customers are getting away from heavier meats! They want something tasty yet satisfying).

(2) Tell them of the appetizing and dainty meals which can be prepared with Ham and Bacon. (The housewife will appreciate this suggestion).

(3) Recommend SWIFT'S PREMIUM. (That means satisfaction, repeat orders and profit).

(4) Point out the economy of buying a whole Ham. (The housewife can *bake the butt, boil the shank,* and *fry the centre slices*—and thus eliminate all waste).



Order

Swift's Premium Ham and Bacon

from our Salesman, or Direct

Swift Canadian Co.
Limited
Toronto Winnipeg Edmonton

Lard Prices Unchanged

Montreal.

LARD.—Lard is offered on the market at the prices quoted last week. There is a fair supply and indications are that lard will be easier in a short time, if the supply is not curtailed.

LARD—		
Tierces, 360 lbs.		0 28¼
Tubs, 50 lbs.		0 28¾
Pails, 20 lbs.		0 29
Bricks		0 31

Shortening is Unchanged

Montreal.

SHORTENING. — There is no change in the price of shortening this week. The prices listed last week are very firm, with a fair supply on the market.

SHORTENING—		
Tierces, 400 lbs., per lb.		0 26½
Tubs, 50 lbs., per lb.		0 26¾
Pails, 200 lbs., per lb.		0 27
Bricks, 1 lb., per lb.		0 27¼

Margarine Unchanged

Montreal.

MARGARINE.—There is the usual demand for margarine with firm prices. The sale may drop off with a better supply of butter, but this is doubtful, as the price of butter has taken another advance this week. Margarine is quoted at the same prices that have been in force for the last month.

MARGARINE—		
Prints, according to quality, lb.		0 37
Tubs, according to quality, lb.	0 31	0 35

Poultry Scarce and Firm

Montreal.

POULTRY.—There is very little offered on the market this week in the poultry line. The prices are practically unchanged from those quoted last week. What little fowl was offered appeared on the retail market.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)		0 47
Young Domestic		0 42
Turkeys (old toms), lb.		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

Cheese Has Advanced

Toronto.

CHEESE.—The decontrol in England on cheese, except to the retailer, has had the effect of considerably stiffening this market. Quotations on old and new cheese are 2 cents per pound higher, and produce dealers are of the opinion that prices will be even higher.

CHEESE—		
Large, old	0 32	0 33
Do., new	0 30	0 31
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Egg Market Shows Activity

Toronto.

EGGS. — Considerable activity is shown in the market for eggs. Supplies are not arriving as freely as could be expected for this season of the year. Some American eggs are rolling this way which have been bought at a lower figure than this market. Quotations this week are 54 to 55 cents per dozen.

EGGS—	
Fresh	0 55
Fresh selects in cartons	0 58

Prices shown are subject to daily fluctuations of the market.

ONTARIO MARKETS

TORONTO, May 7—Fresh pork cuts have advanced one cent per pound. Other fresh meats are firm. Bacon and hams are steady. Jellied ox tongue has advanced. The decontrol in England on cheese has had the effect of stiffening the market; quotations are 2 cents per pound higher. Eggs are firm. Butter, margarine, lard and shortening are easy. Poultry and fish prices are well maintained.

Pork Cuts Up One Cent

Toronto.

FRESH MEAT.—All fresh pork cuts have advanced one cent per pound. Live hogs are quoted at $20.25 on the fed and watered basis. Beef market is firm and prices are steady. Spring lamb is in limited quantities, and prices are holding at $14.00 to $18.00 each.

FRESH MEATS

Hog—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live, off cars, per cwt.		20 50
Live, fed and watered, per cwt.		20 25
Live, f.o.b., per cwt.		19 25
Fresh Pork—		
Leg of pork, up to 18 lbs.		0 37½
Fresh hams		0 39
Loins of pork, lb.		0 42
Tenderloins, lb.		0 61
Spare ribs, lb.		0 26
Picnics, lb.		0 25
New York shoulders, lb.		0 30½
Boston butts, lb.		0 34½
Montreal shoulders, lb.		0 31½
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 30
Chucks, lb.	0 15	0 16½
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 22	0 24
Cow beef quotations about 2c per pound below above quotations		
Calves, lb.	0 25	0 26
Spring lamb, each	14 00	18 00
Yearling lamb, lb.	0 30	0 33
Sheep, each, lb.	0 16	0 22

Above prices subject to daily fluctuations of the market.

Bacon and Hams Steady

Toronto.

PROVISIONS.—All lines in this market are ruling steady. Medium size hams are quoted at 40 to 42 cents per pound. Breakfast bacon is selling at 42 to 52 cents per pound, according to the cut and trim. Barrel and salt meats are unchanged.

Hams—		
Medium	0 40	0 42
Large, per lb.	0 33	0 31
Heavy	0 29	0 30
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av, 50-70 lbs.		0 28½
Do., av. 80-90 lbs.		0 27½
Clear bellies, 15-30 lbs.		0 31
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 10 to 12 lbs.		0 27½

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—	
Mess pork, 200 lbs.	49 00
Short cut backs, bbl. 200 lbs.	56 00
Pickled rolls, bbl., 200 lbs:	
Heavy	48 00
Lightweight	54 00

Above prices subject to daily fluctuations of the market.

Jellied Ox Tongue 63 Cents

Toronto.

COOKED MEATS.—Jellied ox tongue has advanced to 63 cents per pound. Cooked hams are in active demand, and prices rule at 57 to 59 cents per pound.

Boiled hams, lb.	0 57	0 59
Hams, roast, without dressing, lb.	0 57	0 60
Shoulders, roast, without dressing, lb.		
Head Cheese, 6 lb.		0 14
Choice jellied ox tongue, lb.		0 63
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Butter Remains Easy

Toronto.

BUTTER.—The market for butter continues in an easy tone. Prices are unchanged.

BUTTER—		
Creamery prints	0 67	0 68
Dairy prints, fresh, lb.		0 59
Dairy prints, No. 1, lb.		0 56

Margarine is Unchanged

Toronto.

MARGARINE.—No change has occurred in the market for margarine. The demand is steady and prices are as quoted below:

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37½
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

Shortening is Quiet

Toronto.

SHORTENING—Quotations on shortening are ruling at 27 to 28 cents per pound. The market is quiet and demand normal.

SHORTENING—		
1-lb. prints	0 29½	0 30
Tierces, 400 lbs.	0 27	0 28

Lard Market Dull

Toronto.

LARD.—Lard is now selling at the same price as shortening, something that perhaps has never occurred before. The market is dull and the demand quiet.

Tierces, 400 lbs.	0 27	0 28

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Fish Market Quiet

Toronto.

FISH. The fish market is very quiet, but stocks are well represented. Some fresh-caught haddock and halibut are arriving. Prices are unchanged.

FRESH SEA FISH.

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07

Recommend Colman's Mustard and Keen's Mustard

THE BEST MADE

Used in Canadian Homes for 100 Years.
You Can Recommend Both for All Household Needs.

Magor, Son & Co. Ltd.

MONTREAL TORONTO

Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

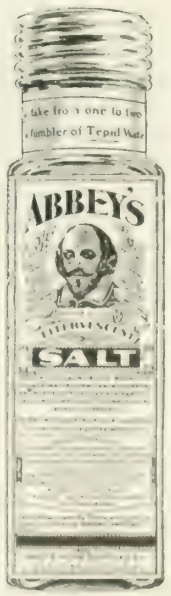
Is Going Into the Grocery Stores

Grocers are finding out that Abbey's Salt is a very profitable side line to carry.

It is such a well-known remedy, and so widely used, that some stores think nothing of ordering half a gross at a time.

The advertising will run right through the summer. Big posters are on the billboards. Cards appear regularly in the street cars. All of which keeps up the sales and creates an increasing demand.

Order a supply of Abbey's Salt and go after this good paying business.



THE ABBEY EFFERVESCENT SALT CO., Montreal

Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 15	0 17
Do., medium	....	0 19
Fresh Whitefish	....	....
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Halibut, chicken	....	0 15
Do., Qualla	0 10	0 11
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickerel, dressed	0 14	0 15
Smelts	0 15	0 25
Spanish Mackerel	....	0 30
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 19
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry Prices Maintained

Toronto.

POULTRY.—Supplies of fresh poultry are arriving in ample quantities to meet the demand, and prices are well maintained.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

		Dressed
Hens, heavy	....	0 42
Do., light	0 32	0 40
Chickens, spring	....	....
Ducklings	0 35	0 40
Geese	0 25	0 30
Turkeys	0 45	0 55

WINNIPEG MARKETS

WINNIPEG, May 7—Egg receipts are improving as the roads in the country are becoming passable after the spring thaw. Present prices, however, remain high. The hog receipts are still unchanged, and there are no prospects of improvement in this respect. Cheese stocks are getting smaller. Dairy butter is still available in very small quantities and creamery is still high.

Hog Receipts Are Light

Winnipeg.

HOGS.—With prices still ranging around $20 a hundredweight, there is not much activity in the hog market. Receipts are still very light, a situation which has been unchanged for months.

HOGS—

Selected, cwt.	....	20 00
Heavy, cwt.	....	18 00
Light, cwt.	17 00	20 00

Cheese Market Firm

Winnipeg.

CHEESE.—Cheese remain firm, with stocks becoming lighter. Old cheese is light, and the Eastern market is very firm. Price are unchanged.

CHEESE—

Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Egg Receipts Improve

Winnipeg.

EGGS.—Eggs are being bought f.o.b. Winnipeg at from 45 to 48½ cents a dozen. Receipts are increasing rapidly with the coming of summer weather and the improvement in country roads. Dealers who predicted a slump in prices last week now are uncertain what trend the market will take.

Butter Unchanged

Winnipeg.

BUTTER.—Butter remains firm. There is no change in prices. Dairy butter is still very scarce on the market.

BUTTER—		
Finest creamery	....	0 72
Margarine, 1s	....	0 38

Fish Market Steady

Winnipeg.

FISH.—The fish market is unchanged. Prices are steady.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
per bbl.	....	8 50
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	....
Do., Western, 20-lb. boxes, box	....	....
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	....
Do., Western, 20-lb. boxes, box	....	....
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20 1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pail, per pail	....	....
Do., Mixed, 9-lb. pails, per pail	....	....
Labrador Herring, 100-lbs. bbls.,		

Public Should Bear Expense

Ottawa Grocers Protest Against Custom of Paying for Inspection of Scales

Editor CANADIAN GROCER:—You have a letter in this week's issue of the "CANADIAN GROCER" from J. A. Carroll of Lindsay, Ont., regarding the iniquitous charges made by the Government for the inspection of scales and measures.

Herewith I am enclosing you copy of resolution passed at a very largely attended meeting of the Ottawa Branch of The Retail Merchants' Association of Canada and may say, further, that our Dominion Board has interviewed the Government regarding this matter time and again in the last few years, without results.

The charges for inspection have been practically doubled this year and we are again taking the matter up and hope to have these charges abolished. We claim that the inspection is not for the benefit of the retailer, but for the general public. Consequently, the cost should be paid out of public or government funds.

Yours very truly,

The Retail Merchants' Association of Canada, Eastern Ontario and Ottawa District

J. C. Campbell, Secretary.

The resolution is as follows:—

Resolved, that since the inspection of weights and measures is substantially in the interest of the public in general, that any expense attending such inspection should be borne by the public and come out of the general funds of the Government and that this meeting places itself on record as opposed to the continuance of this unjust enactment and requests the Government to have it amended at the earliest possible moment.

CANADIAN GROCER

"I have always been a subscriber to CANADIAN GROCER and it is an essential guide in my buying. Some weeks I am too busy to read it through but I make time to consult the market reports. Especially is one part of value and that is summary. I have always found it a reliable and serviceable consultant every week."—F. P. Houlahan, grocer, Sherbrooke, Que.

TRAVELLER WANTED

WANTED — BY HAMILTON WHOLESALE grocer, traveller for territory North of Toronto, good established trade. Prefer young, ambitious man with experience in groceries. Give full particulars. Advise when available. Apply Box 140, Canadian Grocer, 153 University Ave., Toronto.

PEEK FREAN'S
English
BISCUITS

Two Peerless and Popular Lines.

PAT-A-CAKE (Reg'd.)

Sweet, Crisp, Delicious
Genuine only when "P.F.'s"

"P.F." SHORTCAKE

Originated by P. F. & Co.
and largely imitated.

Send a card to the Agents for Samples
of these and other goods in demand.

Montreal District—F. L. Benedict Co., Read Building, Montreal
Toronto District—Harry Horne Co., 1297-1299 Queen St. W., Toronto
Winnipeg District—W. H. Escott Co., 181-3 Bannatyne Ave., Winnipeg
Vancouver District—H. W. Malkin Co., 41-61 Water St., Vancouver

Peek Frean & Co., Ltd.

Biscuit Manufacturers

London England

British Chocolates and Sweets for CANADA

In the days of the war, the Canadian Contingent purchased large quantities of candy made by James Pascall Ltd., London, England. These Pascall candies and chocolates and sweets were so greatly enjoyed by thousands of our boys in the Expeditionary Forces that they would readily welcome the opportunity of again sampling their old favorites. Good business awaits all who are prepared to stock and push these Pascall specialities. Are *you* ready to do so? If so, why not get in touch with the Pascall representative who has still a few visits left to make in Canada.

If you will communicate with any of the firms mentioned below, an appointment will be arranged to suit mutual convenience.

Davies, Irwin, Ltd., 301 Read Bldg., 45 Alexander St., Montreal.

W. H. Escott Co., Ltd., 181-3 Bannatyne Avenue, Winnipeg, and at Regina, Sask., Saskatoon, Sask., Calgary, Alta., and Edmonton, Alta.

Oppenheimer Bros., Ltd., Vancouver, B.C.

PURITY TRADE MARK SWEETNESS PASCALL LONDON

JAMES PASCALL LIMITED

LONDON, S.E. 1, ENGLAND

CHEW

STAG

TOBACCO

Every plug of "STAG" you sell means a satisfied customer—and an enthusiastic boomer for this popular brand.

"STAG" is a trade winner.

Handled by all the wholesale trade.

The Greatest Seller of Its Kind in the World

Quicker Sales!
More Sales!!
More Profits!!!

Marigold Oleomargarine

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

The Canadian Market

A Market that progressive manufacturers and producers are beginning to develop

With our chain of offices across the Dominion we are well equipped to market anything in the Food Products Line

Sainsbury Bros. Head Office — 215 Bd. Trade Bldg. Toronto, Ontario

Cable Address: "Sabroco" For all Canadian Offices

Codes: A B C-5th Armsby: Private

			Territory Covered:
Sainsbury Bros.	Vancouver	137 Abbott Street	Province British Columbia
Sainsbury Bros.	Winnipeg	510 Confederation Life Building	Provinces of Manitoba, Saskatchewan, Alberta
Sainsbury Bros.	Toronto	215 Bd. Trade Bldg.	Province of Ontario
Sainsbury Bros.	Montreal	116 St. Nicholas Bldg.	Province of Quebec
Sainsbury Bros.	Halifax	223 Hollis St.	Provinces of Nova Scotia New Brunswick, P.E Island

DIRECT REPRESENTATIVES

CALIFORNIA PRUNE & APRICOT GROWERS INC.
CALIFORNIA LIMA BEAN GROWERS
PRATT-LOW PRESERVING CO.
LYONS GLACE FRUIT CO.

CALIFORNIA WALNUT GROWERS ASSOCIATION
CALIFORNIA HONEY PRODUCERS EXCHANGE
NORTH ONTARIO PACKING CO., LOS ANGELES
WESTERN CANNING CO.

CALIFORNIA BEAN GROWERS
E. Y. FOLEY, FRESNO, RAISINS
SUNICAL PACKING CO.
NATIONAL PECAN GROWERS EXCHANG

We operate on a Brokerage basis only.
No goods bought or sold for our own account.

Offices are also maintained at the following points:

Sainsbury Bros.
Market Street
San Jose, California
Cable Address: "Sabroco"

Sainsbury Bros.
88 Leadenhall St.
London, E.C. 4, England
Cable Address: "Artsumsy"

Sainsbury Bros.
Smalandsgatan, 20,
Stockholm, Sweden
Cable Address: "Sabroco"

WHOLESALERS and JOBBERS

Give us a chance to explain to you our proposition

FURNITURE and AUTOMOBILE POLISH

VLIT

NATURE'S FURNITURE FOOD

We require one wholesale in every town and village. In large cities the territory will be divided. Our travellers will be calling on you shortly. VLIT is being advertised extensively from coast to coast. Will you consider a square deal that means big money for you?

See our representatives, or write us direct. Keep your eye on this space for something new.

The VLIT Manufacturing Co., Ltd.
Montreal

GELATINE

For All Purposes, Sheet and Ground

INDIA GUM
POTATO FLOUR
TAPIOCA FLOUR

CANNON CANADIAN CO., LTD.

361 Sorauren Ave.
Toronto, Ont.

81 Grey Nun
Montreal, Que.

Proprietary

GEORGE MASON & CO., LIMITED
LONDON, S.W., ENGLAND

Cables: Dictetics, London
Codes: A.B.C., 5th Edition
MARCONI INTERNATIONAL
(Vols. 1-4)

A Rich, Full-flavored Piquant Sauce

ALSO

MASON'S GOLD SEAL (Worcestershire) SAUCE
MASON'S MUSTARD SAUCE
MASON'S MOUTARDE AROMATIQUE "O.K."
MASON'S OYSTER COCKTAIL SAUCE
MASON'S "GRILL" SAUCE

REPRESENTED BY

David Brown, 167 Cordova Street West, Vancouver, B.C.; F. Manley, 42 Silvester-Willson Building, Winnipeg; Bowring Bros. & Co., St. John's, Newfoundland.

This package brings quick profits and repeat orders

When it's a question of good shortening, the purity, economy and real dependability of Gunns' "Easifirst" make it first choice with Canadian housewives.
"Easifirst" pleases your customers.
Pleasing your customers means more business. Be prepared for the "Easifirst" orders and repeat orders.

'Phone Junction 3400

GUNNS LIMITED **West Toronto**

Beaver Brand Canned Chicken

The Spring and Summer is the time for big sales in this line.

BUY NOW

We have on spot for immediate shipment: 1 lb. talls and flats, 4 dozen each to the case.

Order your requirements now and ensure your supply. Prices and samples gladly furnished.

J. W. WINDSOR, LIMITED

MONTREAL CANADA

ROSE BRAND

Food Products Which Promote Sales

FOR generations the Rose Brand has typified the choicest product of this mammoth institution. It is the mark of selected foods—skilfully prepared by an organization whose dominating ideal is—to produce pure food products of the highest possible quality.

Rose Brand are foods noted for their quality and distinctive flavor.

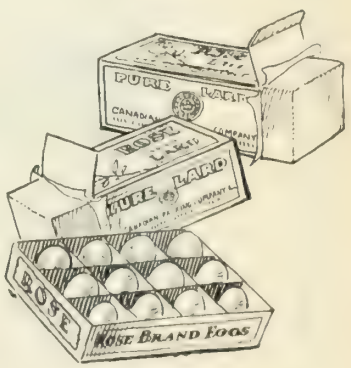
Their wholesome richness and delicate appetite tempting flavors are due to the fact that they are the choicest of selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

Rose Brand products never disappoint. Each sale makes and retains a customer.

Our national advertising campaign now running in dailies, weeklies and magazines is creating a public demand for these superior pure foods. Capitalize it. Display Rose Brand products prominently. Sales will assuredly follow.

The show cards, window trims, hangers, folders, etc., which have been produced for the benefit of our purveyors are strikingly handsome, beautifully colored pieces that have an almost irresistible appeal. Merchants can use them to great advantage in improving their food department and special display.

Sent free on request—postpaid.



CANADIAN PACKING COMPANY, LIMITED

TORONTO, ONTARIO

Packing Houses
Brantford
Toronto
Peterboro
Montreal
Hull

Branches
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

FISH
For Your Summer Trade

During the warm weather you will require fresh Fish.

Why not leave us a Standing Order?

We can ship all kinds of Fish at reasonable prices.

Send your Orders to the Old Reliable House:

D. HATTON COMPANY
MONTREAL

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57 57

Your Trade Is Made

better satisfied by being able to depend upon the Eggs, Butter and Poultry they obtain from you.

C. A. MANN & CO.

have a reputation for the uniformity of their produce. You do not take any chances when you deal with us.

We Give Only One Kind of Service —the Best

C. A. MANN & CO.
LONDON, ONT.

Armour's

"Veribest" Pure Leaf Lard

GOES ONE-THIRD FARTHER---IS WORTH MORE

YEARS of constant research, the use of only pure leaf lard fat rendered in open kettles by methods that are strictly "Armour's" has made *"Veribest"* the choicest lard that can be obtained.

"Veribest" is sold in one pound cartons and three, five and ten-pound pails. Pails are made with friction-top covers that prevent all outside odors affecting this delicate, sensitive lard. The last bit used will be as good as the first. No waste. A strong inducement for your customers to buy "Veribest" lard in these containers.

"Veribest" makes lighter, flakier cakes, pastry and biscuits. It will stand 476 degrees of heat without burning. It will not smoke up the kitchen. Mention these facts to your customers.

"Veribest" is the lard for you to sell. There is no shrinkage to make good. There is no lard wasted by sticking to ladles and large containers and you increase your trade by making satisfied customers.

Armour's advertising is making the name of *"Veribest"* a household word. *"Veribest"* lard is kept up to a high standard of quality. The quality must be retained to meet the claims made for it and keep old customers and make new friends everyday. When you sell *"Veribest"* lard you have quick turnover, better profits and least selling effort.

Order *"Veribest"* To-day

Armour's QUALITY PRODUCTS

Branch Houses:

Toronto, Ont.
Montreal, Que. Hamilton, Ont.
St. John, N.B. Sydney, N.S.

ARMOUR AND COMPANY

HAMILTON - CANADA

ARE YOU EQUIPPED FOR SUMMER?

BUTCHERS—GROCERS

DO NOT DELAY installing the necessary equipment
Spoiled goods are a total loss.

FREEMAN'S

Dry Air
Refrigerators

An appetizing display sells the goods. This is one of Freeman's Dry Air Refrigerators. The glass doors allow a view of the goods. Displayed attractively they create the desire to buy.

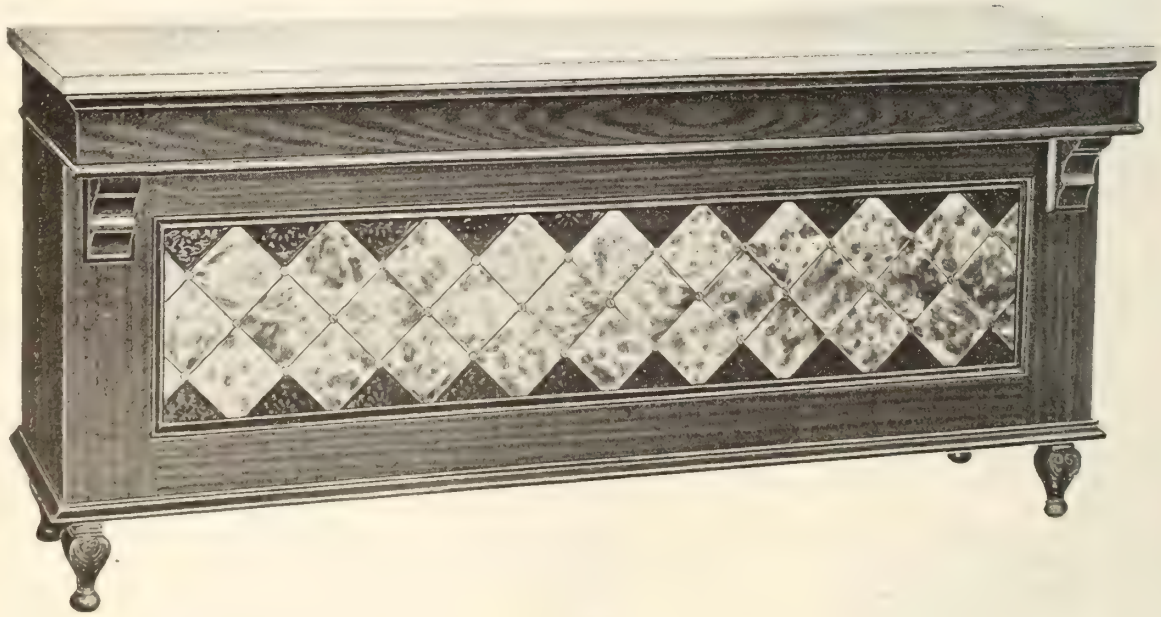
FREEMAN'S DRY AIR CIRCULATING SYSTEM is not an experiment. It has been tried and tested for years and found perfect.

We originated and built the first "CENTRE AIR FLUE" ever placed in a Refrigerator. The flue is horizontal and discharges air from both sides. This special feature eliminates DAMPNESS ON STORE ROOM CEILING—WASTE OF MEAT—LOSS OF COLD AIR AND ICE by WARPING DOORS.

Saves its cost many times over.

Look into this NOW TO-DAY—before the hot weather comes. Send for our catalog or ask a representative to call.

IMMEDIATE DELIVERY.
WRITE OR WIRE YOUR IMMEDIATE WANTS.



No. 7006

A superior counter made in ash, oak finish, with either 1 inch oak top or marble top. Tiled panel in front, white or colored—6, 8 or 10 foot lengths. In stock for immediate delivery.

THE W. A. FREEMAN COMPANY, LIMITED

HAMILTON, ONTARIO

OTTAWA TORONTO MONTREAL

THIS EQUIPMENT WILL PAY FOR ITSELF IN INCREASED SALES AND SATISFIED CUSTOMERS

THE DISPLAY STAND

A necessity in every store selling green vegetables. An attractive display of green goods, always kept fresh and moist by the special "MIST MACHINE" at the top. Made of heavy galvanized sheet metal. Three and four tray sizes. Makes a tempting window display. Sells goods.

DISPLAY STAND

THE "DOSI" DISPLAY COUNTER

Advertise your goods by proper display. Create the desire to buy. Goods attractively displayed tempt the customer to buy.

The "DOSI" is the most modern method of counter display. A clear plate glass top protects the goods from dust, etc. Everything in plain view. Counter is well finished and adds to the appearance of your store.

YOU CAN ORDER NOW. PROMPT DELIVERY.

D O S I—The New Method of Display

A few of our principal lines for Butchers, Grocers and Confectioners.

ELECTRIC MEAT CUTTERS
ELECTRIC COFFEE MILLS
BUTCHER BLOCKS
SLICING MACHINES
COUNTERS, SHELVING
MEAT RACKS
LARD PRESSES
SAUSAGE STUFFERS
SAWS, CLEAVERS, HOOKS
ELECTRIC MOTORS and FANS, PAPER BAGS, WRAPPING PAPER and TWINE, etc.

EVERYTHING FOR BUTCHERS, GROCERS and CONFECTIONERS.

THE W. A. FREEMAN COMPANY, LIMITED

HAMILTON, ONTARIO

OTTAWA TORONTO MONTREAL

Schneider Quality Wins

SCHNEIDERS SAUSAGES KITCHENER ONT

TRADE MARK

Supreme Satisfaction

Schneider's Pure Meat Sausage are exceptionally profitable and popular sellers. They are made from pure, selected Meat and prepared and seasoned to the last touch of perfection. Make your next order Schneiders and be sure.

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. *Satisfaction guaranteed on all mail orders.*

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.
Correspondence solicited from jobbers.

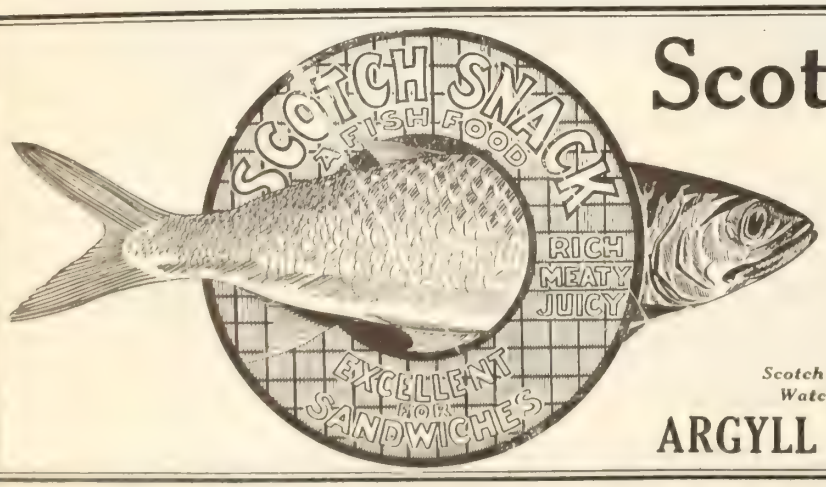
Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.



Scotch Snack

FOR YOUR SUMMER TRADE
for Picnics, Camping, Tourists, Hotels, Restaurants

there is nothing like Scotch Snack for making Sandwiches, Salads, Croquettes, Spreads, Etc. Scotch Snack is packed in Glass Jars, attractively labelled.

Scotch Snack is a Good Seller and Shows a Good Profit
Watch our Advertisements Appearing in this Paper

ARGYLL BUTE, Reg., Montreal, Que.

Think How Much More You COULD DO WITH ARCTIC

REFRIGERATORS and DISPLAY FACILITIES

To Coax the EXTRA Sales

Filling the same old orders, day in and day out—that means you're STANDING STILL. It's the extra sale here and there, the unintended purchase, the new trade attracted, that means GROWTH, EXPANSION, LARGER PROFITS.

ARCTIC Refrigerators and Display Facilities help you grow by creating for you the EXTRA sales that ordinary display cannot attract. They reduce to the smallest degree all loss from spoilage, and give your store that modern, sanitary, progressive appearance by which new trade is attracted.

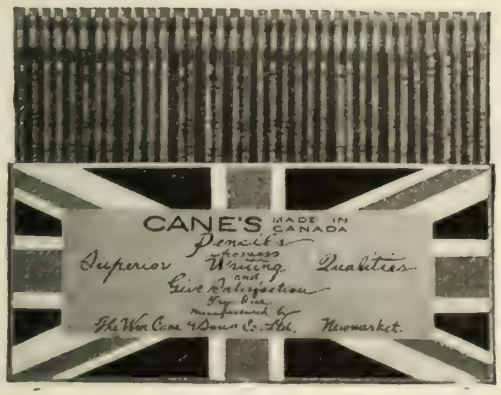
Let Us Re-equip Your Entire Store

Some of the most successful stores in the country are building increasing sales and profits on the sound foundation of Arctic Facilities. You can easily do the same. At least you could find out what it would cost. Write for our new Catalogue and prices, or tell us the size and nature of your store and trade and let us submit you, without any obligation whatever, specially prepared plans of how your store could be made to show much bigger profits at small cost to you.

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.



Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

"The Pink of Perfection"

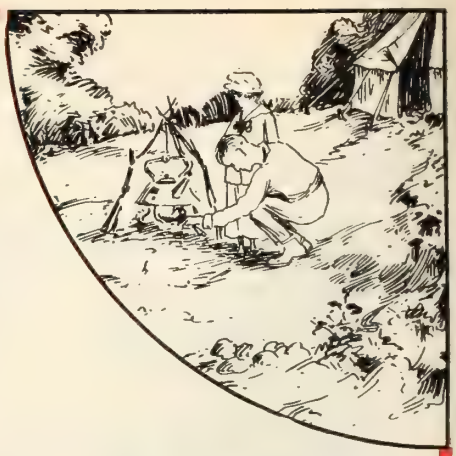
CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.



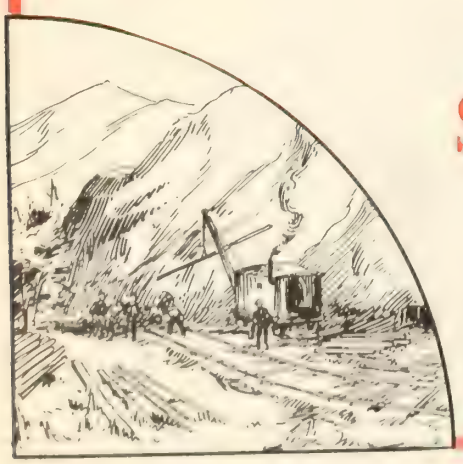
For Sea Voyages, Camping Parties Construction Gang Camps Exploring and Mining Expeditions

BLUENOSE BUTTER

BLUE NOSE BUTTER is an excellent summer seller and its pleasing flavor and uniform quality rapidly wins favor.

It is put up in one and two-pound tins and always opens up in excellent shape regardless of climatic conditions.

If your customers have trouble keeping butter in hot weather suggest that they try "Bluenose," the butter that offers dealers a worth while profit.



Smith & Proctor

Sole Packers

Halifax

N.S.

The Line of Least Resistance

THOSE who handle the Shirriff line fully appreciate the quick, easy sales it brings—and the regular customers it attracts. With the prevailing prices, only goods of undoubted merit are in demand. The quality of the Shirriff Products is known and recognized throughout Canada — their reputation firmly established. Carry the line of least sales-resistance—Shirriff's should be in your store—in your window—on your counter.

Shirriff's

ORANGE MARMALADE

A delicious, full-flavored marmalade — as tempting and appetizing as Selected Seville oranges and pure cane sugar can make it. A sure seller all the year 'round—our national advertising and its own merit keep it in constant demand.

TRUE VANILLA

True essence of the Mexican Vanilla Bean — Shirriff's True Vanilla possesses that delightful flavor that only the genuine vanilla extract can give. So superior that every trial makes a constant user. Shirriff's Extracts are all of the same high quality.

JELLY POWDERS

are obtainable in a wide variety of fresh fruit flavors. Enticingly cool and refreshing for the summer meal. A package of Shirriff's Jelly Powder usually opens up a chain of profitable sales.

IMPERIAL EXTRACT COMPANY

TORONTO, CANADA

Selling Agents for Canada:

Harold F. Ritchie & Co. Limited

Toronto and Montreal

We Had to Move—

The firm of R. B. Hayhoe & Co. has lately been suffering from "growing pains" and in order to get relief we were forced to seek **larger quarters at No. 7 Front St. E.**

Our business has grown so rapidly during the last few years that we were compelled to make this move in order to keep pace with steadily increasing demands.

Hereafter you will find us at our new headquarters ready to give you the same high quality products and the same satisfactory service that has been instrumental in the success of this establishment.

R. B. HAYHOE & CO.
Importers
7 Front Street E., Toronto, Canada

Turn Waste Paper Into Money!

With the price of waste paper soaring these days thrifty merchants will find it profitable to save waste paper. "Climax" Steel Paper Balers are the most serviceable paper baler on the market—takes up only limited space and is neat in appearance. Reduces your fire risk and keeps your place clean.

We manufacture 12 sizes.

Made in Canada. Over 2,000 satisfied users.

Our service department will find you a market.

Write to-day for Free Booklet "How to Turn Waste Paper Into Money."

CLIMAX BALER CO.
Burton Street **HAMILTON, Ont.**

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Car lots Refined and Raw Sugars a specialty
533-537 Henry Ave., Winnipeg

THOMPSON, CHARLES & CO.
selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE
We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg Calgary, Alberta

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO
Do you want Representation in Toronto and Eastern Ontario?
WE ARE OPEN FOR NEW LINES

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. West,
TORONTO and OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front St. West
TORONTO CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference Merchants Bank of Canada, Vancouver, BC.

ALBERTA

PACIFIC CARTAGE CO.
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

Say you saw it in Canadian Grocer, it will identify you.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
Sales Connections in all the large cities of Canada and the United States
We specialize in carlots Beans, Oyster Shells, Rice, Butter, Eggs, Potatoes and Grocery Specialties.
Let Pritty represent you. A live, energetic organization purely Western.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

You Try This
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Look These Over
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

AGENCIES WANTED
Our representative cover the Island of Cape Breton a regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
Wholesale Commission Merchants and Manufacturers' Agents
SYDNEY, N.S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

AGENCIES WANTED
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST. QUEBEC

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 3 cents a word first insertion and 2 cents per word **each subsequent insertion.** Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms Net 30 days.

Eagle Brand each 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 50
Gold Seal, Purity, ea. 48 cans	10 35
Mayflower Brand, each 48 cans	10 35
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 00
Reindeer Brand, small, each 48 cans	7 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..$12.50
16 oz. tins, 2 dozen per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches Boxes	
40-lb., Canada Laundry	$0 11¼
100-lb. kegs, No. 1 white	0 11¾
200-lb. bbls., No. 1 white	0 11¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 13¼
40 lbs., Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 13
40 lbs. Canada Pure or Challenge Corn	0 11¾
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

"Fulcreem"

This means the leading English line of Custard Powders, Blancmange Powder, Egg Substitute, etc.

Highest award Paris Exposition, November, 1919.

This speaks for itself.

First shipment just arrived in Winnipeg.

Made by

PLAISTOWE & CO.

Limited

LONDON, ENGLAND

For full particulars, prices, etc. write to Sole Agent

F. MANLEY, 323 GARRY ST.

WINNIPEG

Permit Us To Announce

The Best Little Business Builder
Since "WITCH" Soot Destroyer

THE POPULAR SIZE

A 15c. SELLER

What Makes 'em Come Back?

What Shows A Good Profit?

U-NO

ARE BROKERS NEEDED? WE KNOW—WRITE US

CANADA WITCH CO., LTD.

325 Howe Street Vancouver, B.C., Canada

Thank You Gentlemen

With Your Co-operation, the Sales

— of —

Red Arrow Biscuits

in the West, are setting the pace

We are keeping the Quality **UP**

Line up with these natty packages

For Quality **For Value**

The National Biscuit & Confection Co., Ltd., Vancouver
The National Biscuit Co., Ltd. - Regina

FIVE DOLLARS REWARD

if you get this man. He will be in every retail grocery store, so if you recognize him, place your hand upon his shoulder and say: "You are Mackay, who makes 'CREAM OF BARLEY,' that delicious breakfast food cooked in three minutes. I have eaten it, it is fine." Clerks and proprietors of stores are entitled to this reward if you recognize this man. Keep your eye out for him. He will be your way shortly.

JOHN MACKAY CO., LTD.
Bowmanville, Ont.

Sani-Flush
(TRADE MARK REGISTERED)
Closet Bowl Cleaner

The more ***Sani-Flush*** you sell, the easier it is to sell more.

Sani-Flush makes good. It repeats.

Every housewife who has a water-closet to keep clean will be glad to have her attention called to ***Sani-Flush.***

Harold F. Ritchie Co., Ltd.
10-12-14 McCaul St.
TORONTO - ONT.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.
COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg. doz.	1.50

Cable Address: "JOEWARD"
The Atlantic Cable Directory Codes

Established 1879

Baltimore, A.B.C. and and Private Codes used

JOSEPH WARD & CO.

MERCHANTS

115 Place d'Youville, MONTREAL

On account of unfavorable weather it is only now that seeding is beginning with us in the Province of Quebec and parts of Eastern Ontario. Handlers of Agricultural Seeds are bound to run short. Our stock is still pretty well assorted. We give you to-day's prices, as long as the stock lasts, ex our warehouse, Montreal:

Agricultural Seed Dept.

	Per pound
Ottawa Valley No. 2 G. S. & 1 Purity Timothy	$ .17
Montreal Valley No. 1 G. S. Timothy	.18½
Giant No. 2 G. S. Mammoth Clover	.70
Giant No. 3 G. S. Mammoth Clover	.68
Victor No. 2 G. S. Short Red Western Clover	.68
War No. 3 G. S. Short Red Western Clover	.63
Diploma No. 1 G. S. Alsike Clover	.70
Medal No. 2 G. S. Alsike Clover	.68
Meadow No. 3 G. S. Alsike Clover	.63
Alsike & Timothy	.25
Sweet Clover Seed G. S. No. 2	.30
Alfalfa No. 2 G. S.	.64
White Dutch Clover Seed	.72
	Per bush
Golden Vine Seed Peas	4.25
Prince Albert Seed Peas	4.25
Spring Rye	2.75
Red Fyfe Wheat	3.75
Six Rowed Barley	2.60
Silver Hull Buckwheat	2.60
All varieties Seed Oats	1.65
Imported English Black Tares	5.00
Red Cob Seed Corn	2.60
Southern White Mammoth Seed Corn	2.60

Bags extra at cost

Grocery Dept.

	Per pound
Blue Bell Blue Peas 100 lb. bags	.08
Scotch Green Peas, 150 lb. bags	.08¼
Choice Yellow Evaporated Peaches 25 lb. boxes	.25
3 Crown Muscatel Raisins 25 lb. boxes	.27½
Sun Maid Thompsons Seedless Raisins, 25 lbs. boxes	.27½
Sunsweet California Prunes 30/40, 25 lb. boxes	.25
Sunsweet California Prunes 40/50, 25 lb. boxes	.23
Sunsweet California Prunes 50/60, 25 lb. boxes	.19
	Per doz.
California Yellow Peaches 2½s, in Syrup	4.00
Simcoe Baked Beans in Tomato Sauce, 2½s flat	1.85
Gallon Apples	5.90
	Per case
Autumn Leaf Cohoes Salmon ½s flat, 8 doz.	16.50
Autumn Leaf Cohoes Salmon 1s tall, 4 doz.	15.50
Shamrock Sockeye Salmon, ½s flat, 8 doz.	20.50
Shamrock Sockeye Salmon 1s tall, 4 doz.	18.00
Carnation Pink Salmon 1s tall, 4 doz.	10.00
Sovereign Sockeye Salmon 1s flat, 4 doz.	19.00
	Per doz.
Little Chief or Log Cabin Tomatoes 2½s	1.85
Waupoos Tomatoes 2½s tins	1.80
	Per pound
500 hves finest quality Japan Tea, 80 lb. each	.50

This Tea could not be replaced by us to-day under a cost of 55 cents pound

Job Lot Specials

	Per pound
1,000 bags Brazillian Brown Beans, about 110 lbs. each	.02½
175 bags Rangoon Beans about 100 lb. each	.06
	Per bag
1,000 bags Damaged Rice ex. C. P. R. Fire	1.00
1,000 bags Damaged California Siam Rice	4.00
3,000 bags Damaged Spring Wheat Manitoba Flour	1.50

Some bags in these lots of Rice are only partly damaged, the same with the flour. It would pay buyers in carload lots to come and examine this stock.

Grain Dept.

When in the market for Flour, Feed and Feed Grain in carload lots consult our Grain Department. We can give you prices f.o.b. cars your station.

We can also supply Potatoes in carload lots and less.

The Famous "Tootsie Crisps"

Now **6c.** Now Retail

Owing to the continuous increase in the price of all raw materials we have been compelled to increase the prices on practically all our lines. And our

"Tootsie Crisps"

("Canada's best package of Popcorn")

is now Retailing at **6c.** Price Lists have been Mailed to all our Clients.

Our Justly Famous

"Maple Crispettes"

however still retail at **5c.** per package. Stock up now for your Summer Business.

Carried by all up-to-date Jobbers throughout Canada

Maple Crispette Co., Limited

84B Cathedral St. and 109A Windsor St.

Montreal, Canada

See how clean throughout, the stock is, in all Keystone Brooms

BROOMS

Of Uniform Quality

Every merchant who sells brooms will be interested to learn that after careful study and persistent effort, we have recently perfected a system in the sorting and grading of our Corn, which enables us now to **absolutely guarantee** a uniformity in quality never before equalled in the manufacture of brooms.

The following brands need no introduction to the women of Canada.

NUGGET
PATRICIA
KLONDIKE
ELGIN

KEYSTONE BRAND

EVANGELINE
JUBILEE
GREAT WEST
STERLING

If you have never handled the above Keystone lines, order a sample shipment to-day.

Manufactured by

Stevens-Hepner Co., Limited
Port Elgin, Ontario

SHEELY-MOTT COMPANY

Brokers and Manufacturers' Agents

MONTREAL

SELLING

HARRY HORNE'S Double Cream Custard and all other Double Cream Products.

DOMINION FOOD PRODUCTS Famous Scotch Marmalade, Sauces, Ketchups and Chutneys. Tartarine. Cooker Brand Peas

NU-JELL, THE PERFECT JELLY POWDER.
De Hydrated Fruits and Vegetables. Evaporated Apples.

VIN SANATOR, A Patent Medicine But Some Drink
Peas, Beans and all kinds of Cereals.

WE WORK THE RETAIL TRADE.

Malt Extract

for making Home-made Beer

Grocery Stores do not need a License to handle this product. Guaranteed to be pure and wholesome, and is easy to make.

Representatives required in all Provinces. Big sales. Write now.

CANADIAN MALT EXTRACT CO., REG'D
298 St. Urbain St., Montreal

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

HOPS

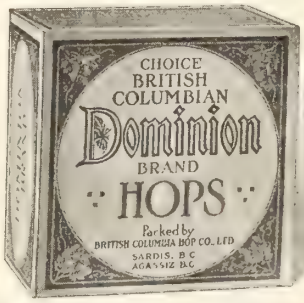
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at Sardis, Agassiz, B. C.

Head Sales Office:
235 Pine Street
San Francisco, California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: **For Western Canada**—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.

Freight Situation Better

Larger shipments coming through and conditions will soon be normal.

ARRIVING DAILY

Strawberries - Cabbage
Oranges - - Lemons

ALSO DUE EARLY NEXT WEEK

1 car Fancy Florida Cucumbers.
1 car Egyptian Onions in sacks.
2 cars Texas Onions in crates.
1 car New Maple Syrup.
1 car Fancy Boxed Apples.
1 car Florida Celery.

White and Co., Limited

Wholesale Fruits and Vegetables

Salt Salt Salt

For whatever purpose Salt is required, the Canadian Salt Company products lead in quality and purity.

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt
Windsor Cheese Salt

These salts have won the confidence of the public. Their reputation for reliability assures constant demand.

Made in Canada

THE CANADIAN SALT CO., LIMITED

WINDSOR, ONTARIO

Sell the Best

"BETTER be sure than sorry." OCEAN BLUE is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

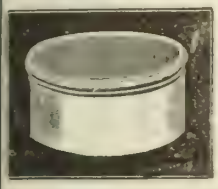
Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
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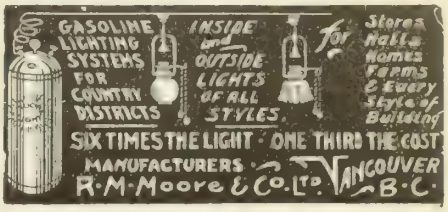
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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV. TORONTO, MAY 7, 1920 No. 19

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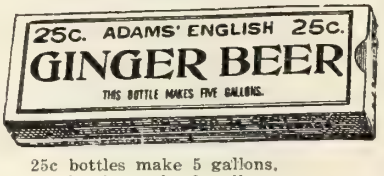

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Canadian Grocer, 153 University Ave., Toronto, Ont.

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The Best Quality

CANNED SALMON

Is Distributed by

HARRY HALL & CO.

VANCOUVER CANADA — LIMITED — SAN FRANCISCO U.S.A.

ASK FOR
OUR RELIABLE BRANDS

HALLMARK
HALLBEST
HALLRIGHT
HALLRED
HALLFANCY
HALLCHOICE
HALLPINK
HALLGOOD
HALLFLAKY
PINK ROSE
TEA ROSE

Also Canned Herring
Canned Pilchards
Dried and Canned Fruit
Under ATTRACTIVE LABELS

FRESH *from* SEA *to* CAN

Cable Address:
"HARALL"
Vancouver, B.C.

CLARK'S PREPARED FOODS

Let our advertising help to swell your profits.

These posters are working for you as well as for us.

Keep a full stock of the CLARK good things and display them. They will sell themselves.

And don't forget they are
MADE IN CANADA—BY A CANADIAN COMPANY

W. CLARK, LIMITED - - MONTREAL

CANADIAN GROCER

Member of the Associated Business Papers – –Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, MAY 14, 1920 No. 20

The Profit-Sharing Season For You And Your Customers

Preserving time is profit-sharing time for you and your best customer—the housewife.

Thrifty housewives are going to consider carefully the excessive cost of sugar before preserving this season.

And, it's a question whether the scarcity of sugar may mean that there will be very little to be had at any price.

Right now would be a splendid opportunity to pass along this helpful suggestion to Mrs. Housewife.

Recommend for preserving the use of Half sugar and Half

LILY WHITE CORN SYRUP

The "Lily White" way of preserving will immediately appeal to your customers from an economical angle, and assure their supply of Jams, Jellies, etc.

There is an actual saving for the housewife by preserving the "Lily White" way which she may not have realized. And you, besides earning the good-will your suggestion brings, net the results in a newer and greater source of sales and profits.

Compare the small margin of profit on sugar with the real money you make on sales of Lily White Corn Syrup — the National Sweetener for over half a century. Will your stock warrant offering this suggestion? This would be a good time to look it over. Our factory is being taxed to capacity and an early order to your jobber will assure your supply.

Canada Starch Co.
Limited
MONTREAL

Makers of Crown Brand Syrup, Benson's Corn Starch, Mazola, the wonderful oil for salads and cooking.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent on request to anyone interested.

HERE COMES

One of the Best Sellers You Ever Welcomed to Your Store

Things just have to be dyed. The things women hold dear: blouses, waists, stockings, lingerie, the children's things and the household articles—all require dyeing. And so they are either sent to a dyeing establishment or done at home the best way possible with such dye compositions as have been available. These latter, however, involve much trouble—and they make a messy, unsatisfactory job of it. Along comes Aladdin to completely solve the problem. Wonderful results may be obtained by its use—and with amazing ease. Obtainable in 15 lovely shades—also in three dark colors: black, brown and dark blue. Aladdin is a quality product—it does not crumble or deteriorate in any way—it may be used to the last thin wafer.

Stock up right away. Have the goods on hand **before** your customers begin to ask for them. Order the revolving Display Stand, containing 1½ gross assorted (stand free with this assortment). Send us your order, mentioning jobber through whom you wish your order filled. In a few days you will receive from him your first lot of ALADDIN.

Place the ALADDIN Revolving Stand on your Counter—you will not have long to wait for the results.

Channell Chemical Company, Limited

Toronto

Distributors

CANADIAN GROCER published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

The Sort of Milk Products that are always safe

RICH, pure, wholesome, hygienic milk from healthy cows pastured on the green meadows of Canada's finest dairying districts. Milk that's rigidly inspected and scientifically processed by the proven methods of a half-century's experience. That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you can use on your own table—the sort you can with confidence recommend to every good housewife. She knows Borden's—everybody does. And a suggestion from you will mean good sales and better profits.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL **VANCOUVER**

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A Ready Summer Seller

Tasty, Nourishing and Reasonable in Cost

CLARK'S PORK & BEANS

WITH TOMATO, CHILI OR PLAIN SAUCE

Just as good as ever;
Just as popular, and
Just the best money maker for you.

CLARK'S CORNED BEEF

THE HANDIEST OF ALL MEATS FOR COLD LUNCH

The sizes No. 1 and No. 2 should be in every pantry

The 6-lb can is excellent for slicing

Made in Canada——————By Canadians——————For Canadians

We Appreciate and Cater for Our Home Trade

W. CLARK, LIMITED

MONTREAL

COCOA BEANS

Prompt deliveries corresponding exactly to description

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

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John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

We Had to Move—

The firm of R. B. Hayhoe & Co. has lately been suffering from "growing pains" and in order to get relief we were forced to seek **larger quarters at No. 7 Front St. E.**

Our business has grown so rapidly during the last few years that we were compelled to make this move in order to keep pace with steadily increasing demands.

Hereafter you will find us at our new headquarters ready to give you the same high quality products and the same satisfactory service that has been instrumental in the success of this establishment.

R. B. HAYHOE & CO.

Importers

7 Front Street E., Toronto, Canada

She comes—she looks—she buys!

Put Gold Dust packages where your customers can see them.

A woman who has seen Gold Dust advertising—and very few in Canada have not—will look for Gold Dust on your shelves. Keep it where she can see it and it will sell itself.

Don't forget that Gold Dust is "Made in Canada." It has a good margin of profit and a quick turnover.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

When Answering Advertisements Kindly Mention this Paper

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.
Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.

Garton's Custard is being widely advertised and is certain of a steady and increasing demand.

Sold in cartons and tins.

Garton's CUSTARD

W. G. Patrick & Co., Ltd.
Toronto, Montreal

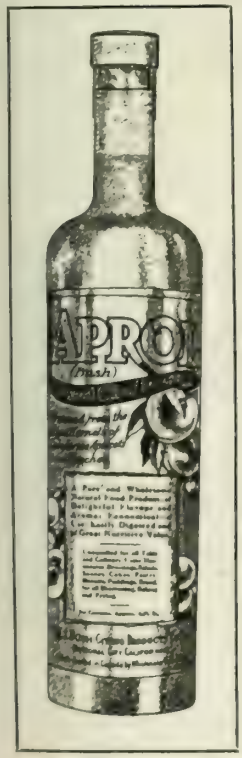
THE SOVEREIGN may have lost value Abroad and be extinct at Home.

But British Goods and GRIMBLE'S VINEGARS still retain their supremacy throughout the World.

Grimble's Vinegar Breweries are in London and Leith Great Britain

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.



APROL

is more Delicious for Salads

—because it is pure and wholesome; pressed from Apricots. It never goes rancid and always uniform.

W. J. BUSH CITRUS PRODUCTS CO., Inc.
National City, CALIFORNIA, MONTREAL and TORONTO

GOOD FOR KIDDIES AND LIKED BY EVERYONE

WHEAT GOLD BREAKFAST CEREAL

(Formerly "Wheatine")

Supreme in Breakfast Cereals

An economical and nutritious breakfast food. Delicious Puddings, Pancakes, etc., can also be made with "WHEAT GOLD."

Porridge prepared with "Wheat Gold" if cooled and fried, makes an ideal substitute for potatoes.

Put up in attractive cartons—just the kind for attention-compelling displays.

Order at once from your wholesaler to ensure EARLY SHIPMENT.

W. B. Browne & Co.
TORONTO, ONTARIO

Peak Frean & Co., Limited

Biscuit Manufacturers

LONDON -:- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and Prices of This and Other Popular Lines.

Montreal District—F. L. Benedict Co.
Read Building, Montreal

Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World

PAT-A-CAKE

—Eureka Refrigerators

Mr. Grocer!

You don't want to invest your money in a refrigerator which will give you no satisfaction. You want to know what the refrigerator will do.

You **can't** afford to take a chance!

You can't go wrong when you purchase a Eureka. They are backed by 34 years' experience and the fullest guarantees ever placed on a refrigerator.

This is a fact proven thousands of times over.

Write for free illustrated literature

Eureka Refrigerator Company, Limited
Head Office and Factories:
OWEN SOUND ONTARIO

The Reason For

Sun-Maid Advertising

Extensive Demand Makes Sun-Maid a Quick Seller — Order from your Jobber at Once.

California grower-shippers of Sun-Maid Raisins were practically sold out early this season.

They continue to advertise Sun-Maid Raisins extensively in magazines in accordance with their policy of "continuous advertising"—and to move stocks promptly and build up goodwill for **Quality** raisins.

Three Varieties:

Sun-Maid Seeded
(Seeds Removed)

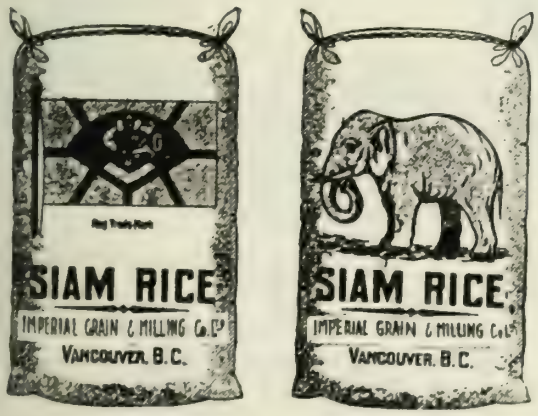
Sun-Maid Seedless
(Grown without seeds)

Sun-Maid Clusters
(On the stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

HOPS

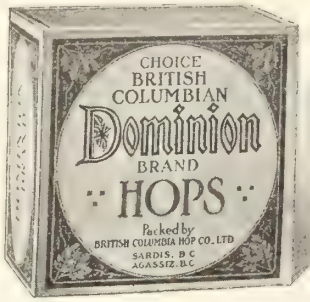
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER

A Beautiful Label Proves Nothing—

But "Wallace's" on a label means everything

WALLACE FISHERIES LIMITED
VANCOUVER

Phst! A Secret!

Mrs. Jones makes excellent FISH CAKES at a low cost from

"PINK ROSE" BRAND

CANNED SALMON because it's FRESH from the SEA and COOKED FRESH in the CAN.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, BC.

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and fullest results from our territory guaranteed.
11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.
Let PRITTY handle your account.

LET CANADIAN GROCER Sell It For You

EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

THOMPSON, CHARLES & CO.
selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE
We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

MANUFACTURERS---This Interests You

Does the RETAILER Know Your Products? If Not, WHY Delay! HE Should Be YOUR Best Friend

Do YOU NEED a real, live selling organization of SPECIALISTS to introduce to him what you have to offer?

WE work the RETAIL TRADE, and are in a position to guarantee RESULTS.

Will you let us handle YOUR LINES and show you what we can do?

DONALDSON PHILLIPS AGENCIES LIMITED, 124 Pacific Building, Vancouver, B.C.

MANUFACTURERS AGENTS WHOLESALE GROCERY AND PRODUCE BROKERS

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Say you saw it in Canadian Grocer, it will identify you.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg Calgary, Alberta

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
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TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATIO

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
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J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
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TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

You Try This

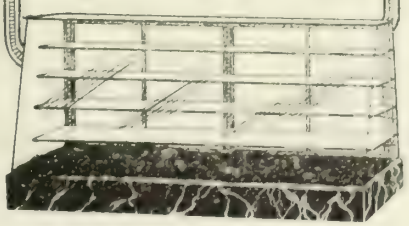
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

ARNETTIZE YOUR STORE

Showcases That Sell Goods

Right up-to-date "silent salesmen"—clean, sanitary, attractive.
Let Arnett suggest the re-arrangement of your store for greater convenience, bigger business. Write for catalogue and detailed description of Arnett service—it means dollars to you!

Thomas Lewis Arnett
Souris, Man.



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When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion Best References.
H. S. JOYCE,
307 St. James Street, Montreal

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

SHEELY-MOTT CO.
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
98 St. PETER ST. QUEBEC

AGENCIES WANTED
Our representative cover the Island of Cape Breton at regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
Wholesale Commission Merchants and Manufacturers' Agents
SYDNEY, N.S.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

The Public Verdict

☛ Appreciation of the Quality of "SALADA" is indisputably proved by the continually increasing Public Demand.

THE INCREASE IN SALES

The increase in "SALADA" Sales for first four months of this year over the corresponding period of 1919 is

782,865 Pounds

SALADA TEA COMPANY OF CANADA, LIMITED

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Twice a Month

Tore the British Flag from the Wall

IN the May 1 issue of MACLEAN'S (now on sale), appears an article by a young Canadian girl who was sent last Fall to teach the children of a German settlement in the West. The settlers, who belonged to a strange religious sect, were determined not to learn the English language or to adapt themselves to Canadian ways. The law demanded that they have a Canadian teacher, however, and so the writer went to live at the settlement.

She tells a graphic and sensational story of the conditions that she found there and of the hostility which showed itself in the tearing down of British flags and the turning of the King's picture to the wall.

This article is bound to create a tremendous amount of interest and discussion throughout the country. Read it—"In an Alien Community."

RACING STORIES

BY FRASER

HERE'S still another big feature in this number—the first of a series of new race-horse stories by W. A. Fraser, the master of turf fiction. Mr. Fraser knows horses and can weave better stories about the devious ways of the race track than any author living. "The Man From the Desert" is a corking good yarn, full of action and color.

Coming in early issues in this series, "A Safe Bet," "The Psychological Nut" and "The Night-Riders."

FURTHERMORE

The Calm at Ottawa.
By J. K. Munro.
A review of political activities.

The Thread of Flame.
By Basil King.
A powerful novel.

The Market Hunter.
By Robert W. Chambers.
A short story.

Baseball in Canada.
By George W. (Knotty) Lee.
An interesting article.

The Parts Men Play.
By Arthur Beverley Baxter.
A brilliant novel.

Binding the West with Bands of Steel.
By J. L. Rutledge.
M. J. Haney's story of the building of the C.P.R.

Bartering the Indies.
A review of press comment.

The Trade of England.
By Douglas Carswell.
A vivid poem.

The Funniest Man in America

TAKING it all round, the funniest man in America is Pelham Grenville Wodehouse. As the author of such laughable musical reviews as "O Boy" (which ran two years in New York) and "Ask Dad" and of such deliciously humorous novels as "Piccadilly Jim" and "A Damsel in Distress," he has catered more extensively to the risibilties of the public than any other fun-maker. He has just completed his funniest and best novel and it starts in May 1 issue of MACLEAN'S— a big instalment full of laughs. Don't miss the first instalment of

"THE LITTLE WARRIOR"

Illustrated by C. W. JEFFERYS

The Wagging of the World

In the "Review of Reviews" department the best articles from all magazines the world over are reprinted in condensed form. There are twenty or more splendid articles in this department.

You pay no added exchange when you buy Canada's National Magazine

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MAY 1st ISSUE *Now on Sale at All News Dealers* *20c*

Your Customers Get the Services of Expert Buyers and Blenders When You Sell Them Red Rose Tea

Pedlars' blends of tea cannot compete with Red Rose because they can't give this service.

Red Rose is blended by experts and the flavor is different, and unmistakable. That's why it is better business to push Red Rose, which your customers know, recognize and like, rather than bulk teas that any tea pedlar can match.

Red Rose Tea is Good Tea

T. H. Estabrooks Co., Limited

ST. JOHN MONTREAL TORONTO
WINNIPEG CALGARY EDMONTON

Announcement

We take pleasure in advising our customers that within a few weeks we will again be in a position to fill orders for Chocolates, Maple Butter, etc. Our motto will remain as in the past—to serve you with quality goods at the right price.

Baines Ltd. Plant and Offices MONTREAL **356 Moreau St.**

Man Left You, Did He?

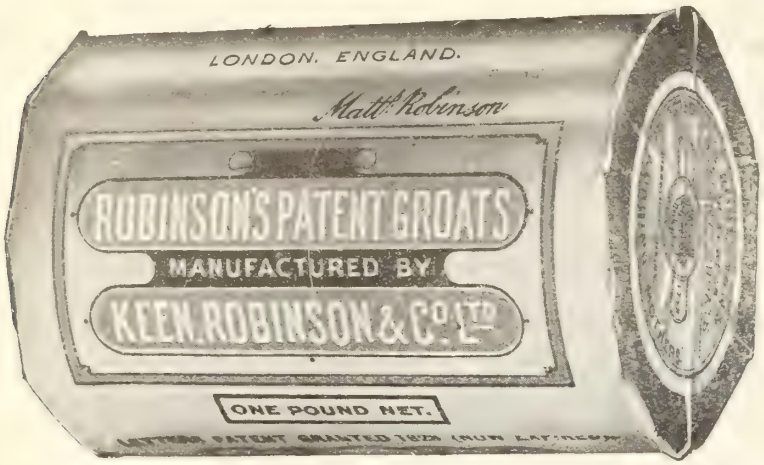
And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143 University Avenue TORONTO



Look over your stock to-day Mr. Grocer and order your requirements from your jobber, and remember that these two popular lines warrant a prominent place in your displays.

ROBINSON'S "PATENT" GROATS

and Robinson's "Patent" Barley are two "All-British" lines of outstanding popularity. Their exceptional selling value has been proven time after time.

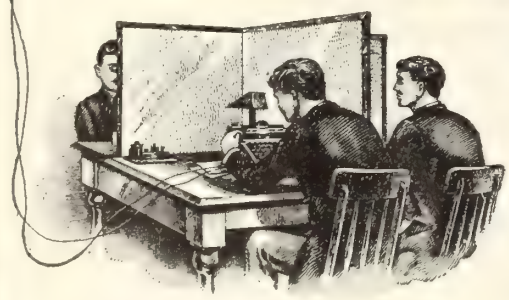
Strict adherence to a high standard of quality and purity has placed them in the front ranks of steady business builders.

Canadian Agents:

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

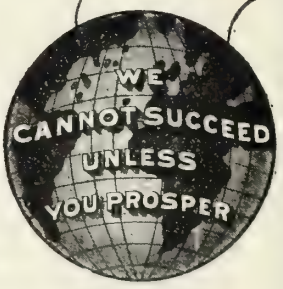
TORONTO BRANCH: 30 CHURCH STREET

NICHOLSON - RANKIN LTD.



WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

WE REPRESENT---not merely handle accounts.
May we REPRESEN YOU.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, MAY 14, 1920 No. 20

Aims to Have Customers Feel Free and At Home in This Store

"An Air of Familiarity About Every Department Saves Us Much Time," Says F. B. Shields, of Lacey & Shields, Pembroke, Ont. "Our Customers Practically Wait on Themselves on Busy Days."

"TO HAVE customers feel perfectly free and at home in your store is one of the principles upon which we operate and which we believe has done much to retain our customers year after year," said F. B. Shields, of Lacey & Shields, Pembroke, Ont., to a representative of CANADIAN GROCER. Some "new idea" merchants might be inclined to regard the Lacey & Shields store as over-conservative, but Mr. Shields finds that for the type of goods they handle, the matter of keeping an "air of familiarity" and, of course, cleanliness, about every department is most important. "It saves us much time, too," said Mr. Shields, "for on Saturdays or other unusually busy times, our customers practically wait on themselves. They know what we keep and they know where to get it and that sells the goods."

Always Pay Cash

Another point of interest in this business is the paying of cash to farmers for all produce purchased from them in the store. There are still many merchants who require their rural customers to take payment for butter, eggs, potatoes, etc., in trade at the store, but Lacey & Shields have long ago given up that custom. "We pay the farmer cash for everything we buy from him and he can take the money and spend it here or across the road or send it to the mail order houses or where he will. It is his money. We realize that even our 'General' store does not carry ALL the requirements for a modern farm house, so why should we expect the farmer to spend all his produce money here?" The result of this custom is that the farmer feels much more independent in his purchases and given that satisfaction he usually spends most of his money with these "fair dealers."

PAYS CASH FOR ALL FARMERS' PRODUCE

Lacey and Shields have departed from the usual custom of paying farmers in trade for their produce. "We pay cash for all produce purchased from farmers in the stores," Mr. Shields remarked to CANADIAN GROCER. "He can take the money and spend it here or across the road, or send it to the mail order houses, if he so wills. It is his money. We realize that even our 'General store' does not carry all the requirements for a modern farm house, so why should we expect the farmer to spend all his produce money here?"

The result is, however, that the farmer feels much more independent in his purchase, and, given that satisfaction, he usually spends the most of his money with the "fair dealers."

Conservatism is maintained in the classes of merchandise handled by Lacey & Shields. Practically nothing of "perishable" nature, such as fresh fruits, vegetables, etc., is carried. Sugar, potatoes, package and canned goods and other strictly staple commodities constitute the major portion of their grocery department stock. Indeed staples are featured in their men's and boys' wear and dry good departments also. This type of merchandise insures a steady return for twelve months in the year without noticeable peaks and depressions. Each season, of course, brings its own changes in consumer's requirements, but the firm finds no grounds for "special sales," "bargain lots," or "to-day only" lists. Display space of generous size is used regularly in the local newspapers for calling attention to the various departments and sometimes to new shipments of some well-known brands of boots and shoes, soups, pickles, underwear or cottons which have arrived.

Grocery department of Lacey & Shields' department store at Pembroke, Ont.

High Prices No Detriment

In answer to a query as to whether present prices were a serious problem, Mr. Shields informed CANADIAN GROCER that decidedly they are not. People have money enough to buy what they require, and what is more, farmers as well as townspeople are better informed than they ever were before. They read not only their local papers, but dailies, large city weeklies, magazines and financial reports, so that they know well what is going on the world over. They know, too, that present price levels are not the work of retailers but the result of world conditions. Years ago people would barter for half an hour to have twenty-five cents reduction in price on some article and the

merchant very often would give the reduction in order to get rid of the customer. Matters are vastly changed today. The farmer comes to town in his auto, goes to the picture theatre, makes his purchases and pays the price for it all without once questioning "why so much?" He knows "why" before he comes to town at all.

Better education of the people generally has done much towards making merchandising easier and more pleasant during these times when otherwise the retailer's path would have been strewn with difficulties.

The windows are changed frequently, maintaining the idea of one department at a time in each. The two displays will sometimes feature men's wear and groceries, sometimes groceries and draperies or men's wear and women's wear, etc.

Is Reeve of Pembroke

The financial end of the Lacey & Shields business is attended to by Wm. Lacey, who is reeve and also ex-mayor of Pembroke and one of the merchants of longest standing in the town.

This is one of the many stores in Pembroke which were burned out in the big fire of 1918. The present store has two large display windows and a central entrance. Inside, wide floor space and high ceilings provide a comfortable, clean and airy atmosphere. At the right are glass counters showing silk blouses, silk underwear and dainty neckwear, etc., brightening the dry goods section. At the left and centre is men's and boys' wear. Adjoining the one counter for these goods at the left front, is the grocery and chinaware. The office occupies the rear of the store at the left.

"Price Cutting Does Not Gain Trade"

"Too Often the Customer Distrusts Either the Merchant's Advertising or His Goods," Says F. P. Houlahan, of Sherbrooke, Que. —"System and Service the Keynote of Success"

"IN MY opinion system and service are the keynote of success in the grocery trade," F. P. Houlahan, a grocer of many years' experience in Sherbrooke, Que., replied to a question of a CANADIAN GROCER representative recently, as to what in his opinion is the secret of a successful grocery business.

"A grocery store needs system," he continued, "just as much as any other store, and the reason so many provision stores get no further ahead, is simply because they do not realize that system is a most important factor to success.

Cash or Credit

"Credit business has lately been branded as a sure road to failure, but that is absolutely erroneous. A credit business properly run can be made a great drawing card and the books worth one hundred cents on the dollar. When my partner of former years turned over his interests to me a year ago, we practically lost nothing of all the accounts on our books and everything was straightened up. It can be done and it is done every day in other businesses. Why not in the grocery business?

Price Cutting Does Not Pay

"Another thing I have found by years of experience. Price cutting does not pay. It does not gain customers and the people begin to wonder just how a grocer can continue to cut prices as he advertises, and still make a business pay. The public realizes that the grocer cannot run his business for nothing, and they begin to distrust either the merchant's advertising or his goods. I have found it far better to make a fair price and stick to it, endeavoring to gain the good will of the people and their confidence.

Order-takers and Salesmen

"There are two classes of help in the grocery store: Order-takers and salesmen. One is worth twice the salary paid the other. As we run a large credit and delivery system we have three telephones installed. They are all on the same number and it is only seldom that any one rings up and finds our line busy, because there are three lines to the one number. It is absolutely essential that the clerks know how to talk plainly and in a business-like manner over the wire. It seems a trivial matter, but it means business. A salesman will know how and what to suggest to a customer. There is another important feature of the business. The customers should be known by name if at all possible. The sooner the name and the face is recognized when a new purchaser comes, the sooner a customer is made. It is one of the foibles of human nature that such recognition is pleasing. Our grocery stock is divided into sections, each under the supervision of one of the clerks. Mr. Hazel has charge of the vegetable buying and confections, Mr. Smith has charge of the biscuit department and does the buying in that line. Each is responsible for his own branch and as a result takes a vital interest in the business. They are always anxious that their departments shall make big returns. In this way the maximum interest in the business is developed.

Every Detail Charged

"Undoubtedly the most important side of the credit business is the book-keeping. It must be accurate and complete to the most minute detail if the status of the business is to be reliably shown. Every item of expense must be included. The stable cost is charged against the store weekly, and no personal accounts are allowed to figure in the business. I have even made it a practice to charge to my account everything I take for my own table. If I did not I would have no idea of how my business was paying."

Does Motor Delivery Pay?

"Does a motor delivery pay in the grocery business?" asked CANADIAN GROCER.

"Not here in this part of Quebec," Mr. Houlahan replied. "We tried it once but we simply had to have the horses for the winter months. There was no use of keeping the horses idle through the summer so as to be there for the winter. That would not pay, so we keep three horses busy the whole year around.

Good Fixtures Part of System

"Store fixtures are a great part of system. First of all we have in the front window a fountain with three trays, one above the other. The largest tray lies on the floor and the smallest one is just even with the nozzle of the fountain. Each tray we keep filled with vegetables with water spraying on them. The idea of the different sized trays is to give each a share of the spray, and yet have it all caught inside the fountain. This makes a very attractive display and sells the vegetables. Our butter, cheese, lard and eggs are kept in a huge double glass front refrigerator at the rear.

Grocery Business Requires Study

"In my opinion," continued Mr. Houlahan, "the grocery business requires much careful study and years of apprenticeship before a man is properly qualified to enter business for himself. The average man has a wrong conception of the trade. Too many people go into the business without any previous knowledge of it and an idea that it merely requires a stock and a man to hand it out. If that were the case there would have been a machine invented years ago to handle the requirements. I would like to know what percentage of the grocers to-day know what their profits are or what the loss or margin is on certain lines. A grocer must be acquainted with these facts if he is to make his business efficient."

Group picture of delegates who attended the Bakers' and Confectioners' Convention in Montreal. Among those in the photograph are J. P. Grant, Abbot, Grant Co., Brockville, Ont.; W. W. Shaw, Moose Jaw, Sask.; J. Prevost, Montreal; Mr. Laughton, Bowes Co., Toronto; Mr. Bruce, Stewart Bros., Montreal; E. A. Littler, of Lowneys, Montreal; C. J. Bodley (secretary), Toronto; Mr Chartiez, Montreal; Mr. Hazlett, Savoy Candy Co., Montreal; C. Currie (treasurer), D. S. Perrin Co., London, Ont.; Harvey Shaw, North-West Biscuit Co., Edmonton, Alta.; Arthur Nelson, Vancouver; Mr. Stephens, Rudd Paper Box Co., Toronto; Mr. McFarlane, D. S. Perrin & Co., London; R. Murray; F. McCormick, McCormick Mfg. Co., London, Ont.; F. J. Hodgson, Montreal; P. Roberts; Mr. Stewart, Dingle & Stewart, Winnipeg; J. H. Taber, Medicine Hat, Alta.; and H. A. Telfer, Telfer Bros., Toronto.

Discourage Cardboard Containers

Representatives of the Confectionery, Biscuit and Chocolate Industries of Canada Meet in Convention at Montreal—J. Farquarson, Montreal, the New President

BY STAFF CORRESPONDENT "CANADIAN GROCER"

MONTREAL, May 12.—The second annual convention of the confectionery, biscuit and chocolate industries of Canada was held in Montreal, at the Windsor Hotel, Tuesday and Wednesday May 4 and 5. The personnel of this convention was representative of all the confectionery industries of Canada from coast to coast. The convention opened with the president, A. D. Ganong, in the chair, and C. J. Bodley, of Toronto, secretary. After the presidential address was delivered by A. D. Ganong, of Ganong Bros., Ltd., St. Stephen, N.B., the treasurer's report was delivered by Colin Currie, of London, Ont. Addresses were also delivered by T. P. Howard, president of the Confectionery Manufacturers' Association, and by D. W. Matthews, of Huylers Ltd., Toronto.

At the afternoon session H. A. Telfer, of Telfer Bros., Toronto, delivered an address on "Commercial Economics." A discussion followed this on the subject, which was appreciated very much by all the members present. This address will appear in next week's issue.

A banquet was held at which over one hundred members of the association sat down. The address of the evening was delivered by W. C. Huges, of Chicago, secretary of the National Association of the U. S. A. A feature of the banquet was the large basket of chocolates made of sugar that adorned the president's table. It was the object of much admiration and comment, having been the thoughtful and artistic work of the head chef.

Wednesday's Session

The second session was opened Wednesday morning at ten o'clock by the report of the nominating committee which was received and unanimously accepted by the members. The following officers were elected for the ensuing year. President J. Farquarson, Montreal; first vice-president, Dudley Dingle, Winnipeg; second vice-president, H. N. Cowan, Toronto; secretary, C. J. Bodley, Toronto; treasurer, Colin Currie, London, Ont.

Executive: W. W. Shaw, Moose Jaw; T. Deguise, Montreal; A. D. Ganong, St. Stephen, N.B.; W. Robertson, Toronto; E. Littler, Montreal; A. Nelson, Vancouver; F. McCormick, London, and W. H. C. McEachern.

At eleven thirty the members assembled on the steps of the Windsor Hotel for a photograph expressly for CANADIAN GROCER. They were all then taken for a ride around the city in automobiles.

The opening hour of the afternoon session was occupied by group discussions. The chocolate manufacturers met and discussed the problems peculiar to their business, while the biscuit manufacturers had a debate which was of vital interest to the grocers of Canada. This session was lead by the new president, Mr. Farquarson, of the Montreal Biscuit Co.

Discourage Cardboard Containers

The question of the high cost of cardboard containers was brought up by Colin Currie, representing D. S. Perrin Co He said that the exceedingly high cost of cardboard was making the cost of biscuits, so packed, unreasonably high. It could be avoided if the sale of such packages was curtailed. He put a motion before the convention proposing that the use of cardboard containers be discouraged among the manufacturers as much as possible. This was accepted and adopted

Colin Currie then asked if the manufacturers thought that biscuits packed in barrels should be charged at the same price as others. It was pointed out that barrels were more expensive now than they have been before, and a change in the practice would help. Mr. Telfer pointed out their employees had a strong dislike to packing barrels, and he could readily understand their aversion, especially in the summer time. The barrel packing, too, was hardly satisfactory for best shipping results. The use of barrels was, in his opinion, not to the best interests of the biscuit trade in general. A motion was therefore adopted discouraging the use of barrels for packing biscuits.

It was pointed out that the price of boxes, tins, and crates had had no increase of late and that the present charges did not cover the cost of manufacture. In this connection it was suggested that these boxes and containers be standardized so that all manufacturers would use the same size and same containers for packing. This would mean that all soda biscuits should be packed in boxes not under 20 pounds net, on the ground that this would facilitate the procuring of such containers. The manufacturers heartily adopted the motion. As a result the firms manufacturing tins and wooden containers can put a stock in ahead and the biscuit manufacturers will be able to obtain supplies at a very short notice.

Mr. Telfer said that such standardization of containers would be a godsend to the trade. It would facilitate the getting of tins which at the present time was a great handicap to the manufacturers. Mr. Currie added that it would also be a great benefit to the retail grocer in that the uniformity of tins would make it far easier for him to place his goods to the best advantage in his store. He intimated that the 10-round tin in his estimation was the best to be adopted This, however, was left over for a more thorough examination and discussion

A feature of importance to the grocer was brought up during the discussion. One of the members showed that in the sales of biscuits throughout Canada of the last few years the sweet biscuits or fancy lines were far the most popular.

Mr. Telfer said that his firm found an ever-increasing demand for the fancy

Testing for Leakages is Good Practice

One Grocer Who Uses Several Tests to Find Out Stock Shrinkage —First Test is an Analysis of the Year's Business—Something Any Merchant May Do With Advantage

By HENRY JOHNSON, JR.

I HAVE a grocer friend in Saskatchewan who is always seeking things in his business. He is after the shrinkage and leaks all the time. He has just written me thus:

"I am sending you several 'tests' which I have been using to find out my stock shrinkage. You will find, as I have found, that they are not in agreement with each other. Puzzle: Find correct shrinkage."

There are many of these tests and they go so deeply into real practical problems, that I shall try to analyze them in detail. They will take time and run, probably, through several articles. But the work merits most careful study, and I shall do it as well as I can. First comes analysis of the year's business:

Inventory, at cost, Feb. 1, 1919		$ 4,764.56
Year's purchases less returned goods		98,138.63
		$102,903.19
Less Inventory, Feb. 2, 1920		6,273.26
Cost of goods sold		$ 96,629.93
Sales		$118,932.52
Gross margin		22,302.59
Discounts earned		1,013.46
Boxes sold		148.20
		$ 23,464.15
Expense, depreciation, bad debts		14,860.06
Profit		$ 8,604.09

Those figures show an annual gross margin of 19.7 per cent. plus expense of 12.48 per cent. net profit, 7.23 per cent. plus. These being the figures of actual outcome, the record is very wonderful. But this man is too deep a student of his business to be satisfied with anything less than 100 per cent. results. So, as he says, he "tests."

Not Getting What He Should Get

The first test is mighty interesting. Look it over carefully. There is meat in it! He puts down:

Selling price of goods **if sold at marked prices**	$125,015.25	
Cost of goods	$96,629.93	
Less discount, etc.	1,161.56	
	95,468.37	
Gross earnings should be	$29,546.88	= 23.66%
Less actual expense	14,860.06	= 13.42%
Net earnings should be	$ 14,686.82	= 10.24%

Reviewing these figures, I make the gross tally almost exactly with his, but I find expense figures out only $11.88 and I get a theoretical net of 11.78 per cent. If I now take the actual net profit earned, 7.23 plus, from the theoretical net indicated above, 11.78 per cent., I and a shrinkage of 4.55 per cent.

He tests again this way:

Feb. 1st, 1919, Inventory at cost		$ 4,764.56
Plus aver. margin, 20 per cent.		952.91
Selling price total at marked figures		$ 5,717.47
		127,960.90

Henry Johnson, Jr.

Less goods returned	$ 946.01	133,678.37
Plus average margin	189.20	
		1,135.21
		$132,543.16
Less inventory, Feb. 2, 1920, at cost	$6,273.26	
Plus average margin	1,254.65	
		7,527.91
Retail price goods sold		$125,015.25
Sales	$118,987.72	
Discounts	1,013.46	
		120,001.18
Shrinkage	(=4.49%)	$ 5,014.07

Shrinkage Figures Nearly Tally

So far, accepting the corrections I have made above in the percentage figures, the shrinkage nearly tallies out; he making it 4.49 and I 4.55 per cent.

But the statement sheet shows an average gross margin of 19.7 per cent. plus, figured (correctly) on sales; whereas in making the test just above, he has added 20 per cent. of the cost to the cost to reach sales value. As that would yield only 16 2-3 per cent. on sales, right here is room for considerable difference in conclusions. The variations are $238.23 on the first inventory; $82.31 on returned goods; $313.66 on last inventory. Such discrepancies can readily enough account for .06 per cent. difference in the shrinkage figure.

This error in computing margins is strange in this case, for in practice this merchant figures all margins on sales. Undoubtedly, like the discrepancy in the statement percentages, it is due either to haste or there are some factors he has overlooked in drawing up copies for me.

Sheet No. 4 runs this way.

Gross margin if goods sold at marked prices	23.66%
Actual expense, including depreciation and my own drawing account	13.42%
Leaves net profit	10.24%
Percentage shown on statement sheet	7.24%
Shrinkage	3.00%

But now, if we take my findings, we shall have:

We have theoretical margin allowed at	23.66%
Less actual expense found to be	11.88%
We have theoretical net of	11.78%
From which we deduct actual net of	7.23%
And get a net shrinkage of	4.55%

Then we shall have test No. 4 tallying very closely with tests No. 2 and No. 3. It seems to me that the differences are due mostly to some errors in setting down figures, not to any great variation in the results of the tests.

Final Figures Show Results Not There

I now come to a sheet that I will have to study further in its relation to the whole set before I can even glimpse a way to make it dovetail. This is sheet No. 5 as follows:

Surplus, Feb. 1, 1919	$ 6,417.49
Surplus, Feb. 2, 1920	13,652.94
Increase	$ 7,235.45

That figure does not nearly tally with the 7.23 or 7.24 per cent. which seems to yield $8,604.00 on sheet No. 1. In fact, it is $1,368.64 short, and that is serious.

Anyway you look at it, this is a corking good business showing. This man's own salary, as he has allowed is during the year in "withdrawals," was $1,642.92 —about 1.4 per cent. on sales, yet he has a net of $7,235.45 left to carry into surplus account.

But I happen to know that this is not the result of luck or chance. It comes as the reward of the closest, most diligent and intelligent application on the part of a man who has a "bug" on being right and knowing that he is right.

For example, the figures show a remarkable stock turn. Assuming the average stock during last year to have been $5,500, with sales as given at actual prices received, the turnover is just about 17.3 times. That can only be accomplished by close watching, keeping the want book active, buying just the right amount of every item. It means the entire absence of speculation—that bane of merchandising—the keeping of a most skillful balance.

Causes of Shrinkage

What may cause such shrinkages as my friend reports?

First, I think of really getting "marked prices." Are the goods actually marked individually? Years ago I found that only slight reliance could be reposed in shelf markers. I adopted the system of stamping the selling price on every item. This was carried even to the marking of staple corn and tomatoes. I found

Continued on page 30

Sells 100 Tins of Biscuits in a Week by Display

SELLING biscuits by a massed display proved advantageous recently for the Barnsdale Trading Co., Stratford, Ont. The display was used for a period of two weeks and in that period 200 tins of fancy biscuits were disposed of.

In the centre of the store is a large counter in the form of a horse-shoe, the round, closed end facing the front of the store. On this end were arranged biscuits in open trays. At the rear of the trays were two tiers of glass shelves upon which were placed fancy glass dishes of biscuits, and a couple of vases of flowers completed a very attractive arrangement. In commenting upon it to CANADIAN GROCER, Mr. Barnsdale remarked: "It certainly was a happy thought and something of the unusual. It proved to be a real feature in stimulating the sale of biscuits. I never thought so many biscuits could be sold in such a short time. We kept the display going for two weeks, selling direct from the trays which were kept replenished from the tins as needed."

That merchants can boost the sales of different lines, over and above the regular demand, has been clearly proved by the experience of grocers, who by display and a little extra effort in selling, have greatly increased sales, as in this instance of biscuits, to figures much beyond regular orders. It is effort of this kind that accomplishes a quick turn-over and actually creates new business for the grocer. This shows the possibilities of the aggressive merchant in developing sales.

Merchants Protest Low Postal Rates

Dominion Executive of R.M.A., on Behalf of the Merchants of Canada, Make Representations to the Postmaster-General—Points Out That Public Money Enables Mail Order Houses to Deliver Goods

REPRESENTATIONS on behalf of the retail merchants of Canada have been made to the Honorable P. Blondin, Postmaster - General, Ottawa, by the officers and executive of the Dominion Board of the Retail Merchants' Association. Attention is drawn to the dissatisfaction and unrest that is felt among retail merchants generally, owing to the great development of a few mail order houses who, in the opinion of the Dominion executive, have become immensely wealthy by taking advantage of the low postal and railway rates at the expense of the general public, for the reason, it is pointed out, that they have been, and are using, public money to enable them to have their goods delivered in all parts of Canada, at what, it is considered, is a direct loss to the Government and against the best interests of the citizens and tax-payers of every municipality of Canada.

Making Canada Prosperous

It is urged that Canada can only become prosperous by having prosperous cities, towns and villages located in convenient parts so as to be of service to the agricultural community, and to those engaged in mining, fishing and other productive pursuits, as well as to serve all those who are engaged in all sorts of occupations and professions and who make up the civil life of the community.

As an association of retail merchants it is asserted that the occupation of the retail merchant is absolutely necessary, and that his services cannot be dispensed with. He therefore claims the same protection from the Government of Canada that is tendered to every other class.

Present Conditions

From facts the Dominion Board has been able to secure, it is claimed:

(1) That the contract made between the Postal Department of the Dominion Government and the railway companies of Canada for carrying mail matter, including parcel post, is much below the cost of carrying the same and consequently, now that a large part of the railway corporations have been taken over by the Government, the loss so sustained is coming directly out of the public treasury of Canada, to the detriment of the growth and development of the cities, towns and villages of Canada, and for the special advantage of a few mail order house proprietors.

(2) That, in the opinion of this board, if the proper cost for carrying parcels by mail was charged against the said parcel post, that the cost of postage stamps on letters would be greatly reduced.

(3) That, the present rates of wages and commissions that are being paid to the rural postmasters, mail carriers and postal clerks are not in proportion to the service they render, and as this large army of people is being underpaid they are suffering at the expense of the public of Canada, and the mail order houses are receiving the benefit to the detriment of the growth of the cities, towns and villages of Canada.

(4) That when the Post Office Act was amended creating zones of twenty miles radius, each increasing the cost of the mail service the further they proceeded from the point of mailing, it was understood at that time that this plan would be carried out in reference to mail order house catalogues as well as to all articles sent by parcel post. Since then, it is learned, that mail order houses send their catalogues by freight or express from their central warehouses to the central post office within the twenty mile zone, and from this point they are delivered, thus defeating the original proposal.

In conclusion the Postmaster-General is reminded that a resolution was passed at the last meeting of the Dominion board, requesting the Dominion executive officers of the association to interview the Postmaster-General on this important matter, and to request him, along with other members of the Dominion Cabinet, to appoint a special committee from the members of the House of Commons to hear evidence on this subject and investigate the same, and provide the necessary remedy.

Delivery Boy Claims He Has a "Greevance"

Pittsville, Canada
May 1, 1920.

Dere editer, canadian grocer,

I hoap you will excuse me for taking up your valyuble time like this but I want to tell you about Mr. Smith, he's my boss and he runs the elyte grocery here in Pittsville and I drive the delivery rig for him and I want to tell you about a greevance I have against him. Mr. Editer to proceed to tell you what's wrong, it's this way. I'm twelve years of old and going on thirteen which I won't be thirteen for a month yet, and Ma says I'm delicate for my age which I aint cuz I kin lick Pete Brown and any of the boys in my form only I reely aint delicate but Im not very strong anyway. I go to school in the daytime and after school I drive Mr. Smith's delivery rig as afourmentioned and this is where the trouble lys.

Mr. Editer did you ever try to lug a 100-lb. bag of sugar from a grocery cart up an alleyway to the back dore of a hotel or a house or something? Cuz if you didn't you won't appreciate my point I am making. Now why should Jake Greene, he runs the other delivery wagon in the day time, why should he take all the easy deliveries and always leave the 100-lb. bags of sugar and the 90-lb. bags of oatmeal which they gets you all dusty and you get the dickens when you get home for getting your close dirty for me to deliver after I'm all tired out from studying hard at school and playing football and cadet work, etc.

Now, Mr. Editer, I rede your paper every week, becuz I want to be a grocer myself when I grow up and I want you to take up this injustis and see that the delivery boys gets fair play and British justis. Why should a 12 year old boy haf to lug a 100 lbs. of sugar? Why shouldn't the regular delivery man carry the 100 lb. bags of sugar insted of leving them to the boy who only works after school, and only gets $1.75 a week, because his mother gets 10 per cent. off on her groceries and they call that the rest of his pay.

Here is your chanst to do a national servis for the delivery boys and also you might tell the grocery men that they shouldn't send the delivery boys eight miles out in the country on the night before Christmas when its thirteen below and by the time they get their horse in and give him his hot oats they're just in time to get home and see the rest of the kids opening their Xmas presents like Mr. Smith did to me last Xmas.

I don't want to strike and I aint threatening but if something don't happen Old Smith can find a new boy and I hoap he likes carrying 100 lbs. bags of sugar,

Yours for justis,
Bill Black.

Enter Your Protest To-Day

Retail merchants are prepared to meet fair competition from mail order houses.

They object strenuously, however, to mail order houses receiving special privileges.

The Retail Merchants' Association claim the Government has been carrying at a loss the catalogues of mail order houses, and that this deficit has been made up by general taxation of which the retail merchant pays a large share.

The retail merchant is now faced with a further tax in the way of increased subscription price to his trade newspaper and any other Canadian national periodicals he may wish to purchase.

The Government announced a few days ago that it intended to bring in a bill increasing rate postage on all newspapers and magazines of general circulation 300% commencing the first of the year and 500% commencing the second year.

Undoubtedly the Government needs increased revenue, but why not secure this revenue by—

1. Making mail order houses pay the full cost of carrying their catalogues.

2. Eliminating privilege of registering parcels sent by parcel post as has been done in United States. We showed a few weeks ago how department stores were registering all parcels, thus clogging the mails, delaying delivery of newspapers and causing a loss which had to be borne by the taxpayer. The Government now proposes to increase registration fee to 10 cents, but as this gives parcel post packages express service, the rate is still much too low.

3. The Canadian National Newspapers and Periodicals' Association, to which CANADIAN GROCER belongs, have suggested five abuses of second-class postal privileges which could be eliminated and which would save the Government considerable amount of money.

Resolution of Hon. Martin Burrell proposes a drastic increase in postal rates on second-class matter of 300% the first year and 500% the second year.

The reason given for this increase is that the railroads have been awarded a higher rate for carrying mail matter. This increase, however, is less than 100%.

Salaries of postal officials have been increased, but much less than 100%.

A similar increase in first-class mail would increase cost of minimum rate for letters from 3 cents to 12 cents in 1921 and 18 cents in 1922.

A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications and cripple the service given by the majority which survive? We do not believe the Government are impressed with the valuable work done by such specialized papers as CANADIAN GROCER. If they appreciated that these papers were tending to make merchants and clerks more efficient, they would see that they were of equal value to the work done by technical schools, merchandising course at colleges, etc. Sign attached coupon and mail to us to-day. Also we would appreciate it very much if you would wire Postmaster-General and your Member of Parliament at Ottawa, urging that not more than 100% increase in postal rates on trade newspapers and magazines be made at this time. Send copy of telegram and letters to us.

Editor, CANADIAN GROCER,
Toronto, Canada.

I am opposed to increase in postal rates on trade newspapers and magazines of more than 100%.

Name.....

Address.....

CANADIAN GROCER

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PARCEL REGISTRATION RATE UP

READERS of this paper will remember the article a few weeks ago in reference to the low postage rate for registering parcels. This was 5c per parcel. It was pointed out the rate was being taken advantage of by the large mail order houses who send parcels broadcast across the country. This low rate did not begin to pay the Post Office Department for the service rendered.

The retail trade will be glad to know that in the new Postal Bill, before the Federal House, provision is made for an increase in this rate to 10c for the registration of parcels as against five in the past. Even at the 10c rate it is very doubtful if this will cover the cost, apart from the fact that having to register many parcels tends to slow down the regular mail service. This is really giving express privileges to these large houses at the expense of business in general, and the retail trade of Canada in particular.

It is not sound business for the Post Office Department to carry at a loss, matter like this for mail order stores, either in the way of registered parcels or by allowing them to ship by freight and then take advantage of the first zone on the parcel post rates. This means that the retail merchant has to pay in taxes the deficit. This deficit actually caused by service which is competing with the retail trade who pay the tax.

HAILED AS "A NEW ELIXIR"

IN spite of its charms, hierba mate is unknown in this country outside of the drug store. Hierba mate, known as Paraguay Tea, it is claimed, has eclipsed the "Elixir of Life." Cenaro Romero, a cultivated Paraguayan writer, is quoted as saying: "When we taste mate our energies are renewed, our nerves are invigorated, and our souls are comforted by the effect of the green sap, the juice of hope of the Paraguayan flora; and we experience strange impressions, we are nourished by an infusion of energy; and gilded dreams, possibly of good fortune, caress us."

And now a distinguished doctor of Buenos Ayres asks that the Argentine army and navy shall replace completely the rations of tea, coffee, and alcoholic drinks with hierba mate; and he adds that this substitute might be extended to the public beneficient establishments from now on, with the assurance that its use would make for the morality and health of the citizen under arms, and that a considerable saving would be effected in maintenance. Moreover, Father Pedro Lozano, a Jesuit missionary, declares: "We ourselves, with our own eyes, have seen tireless riders who, as if glued to their horses, traversed the immense plains, working from sun to sun, rounding up wild cattle and driving them from the interior to the cities, without other relief for their hunger and thirst and weariness than tea made from hierba mate."

Many other testimonies from South American writers could be quoted, but perhaps more credence will be given to the merits of this plant by the following from the British Medical Journal: "Mate has a peculiar power to sustain the strength that neither India nor China tea nor chocolate, either, may claim. Travelers who take mate are able to go on foot for six or seven hours without having to eat."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Mr. Trudell, the tea specialist for Chaput Fils et Cie, has been spending a week in New York and Atlantic City on a holiday trip with Mrs. Trudell. He is expected back at the office the beginning of next week.

ONTARIO

The town of Waterloo, Ont., has adopted daylight saving.

L. Stong, Clinton, Ont., has purchased the business of J. T. Reid.

J. Gray, Bradford, Ont., has adopted the cash and carry system in his grocery.

D. R. McPhail, Kincardine, Ont., has recently opened a grocery in that town.

H. E. Stuckey, of Caledon, Ont., is opening a general store at Mono Mills, Ont.

John C. Webb, Eden Mills, Ont., has purchased a general store in Castorville.

Harry J. Thompson, of Woodstock, Ont., has just recently opened a new store in that town.

J. J. Harding, London, Ont., has dispoed of his business and house to Thos. Monteith, of Thorndale, Ont.

The town of Alliston, Ont., has adopted Friday afternoon as its weekly half holiday during the summer months.

The United Farmers, in co-operation with the labor men, are opening a co-operative store at Newmarket, Ont.

Mrs. Jennie McDougall, Acton, Ont., has disposed of her grocery and provision business to J. Gibbons, of Georgetown, Ont.

The town of Cobourg adopted daylight saving, at a recent meeting, the mayor casting the deciding vote in favor of the measure.

Beginning with Friday, April 30th, the merchants of Wheatley, Ont., close their stores every Friday at 12.30 until October 22nd.

Stores and all business places, including banks, in Newmarket, Ont., will close at 12 o'clock noon, on Wednesdays, until the end of September.

The merchants of Bradford, Ont., have decided to close Wednesday afternoons, and also every Monday and Friday evenings at six o'clock.

BUSINESS CHANGES

M. Choma, Montreal, recently suffered loss by fire.

Louis Fortin, Montreal, has sold his store to F. Page.

W. Fontaine, Montreal, has sold his store to Mrs. J. Morrissette.

D. M. Cooper, Toronto, has been succeeded in business by B. Kelly.

John Harrington, Toronto, has disposed of his store to Robert Malcolm.

Mrs. George E. Gray, Toronto, has sold her grocery business to E. Himelstein.

A Uniform Price Selling Plan

A. H. McIntyre Tells Merchants of St. Stephen, N.B., of Plan Adapted in St. John, N.B., in Address at Recent Banquet

ST. STEPHEN, N. B.—About forty members of the Retail Merchants' Association of this town were present at the annual banquet which was held at the Queen Hotel recently. The out-of-town guests were F. A. Dykeman, Allen H. McIntyre and S. C. Matthews, of St. John.

W. C. DeWolfe acted as chairman, and spoke briefly on the advantages of meetings which were held by the Association and the benefit derived by "getting together."

LeRoy Hill, of Hill Bros., spoke of the good work which had been done by the Retail Merchants' Association all over the Dominion. He spoke especially of the office at St. John, and in closing his remarks, proposed a toast to the Association, which was responded to by Allen H. McIntyre of St. John.

Mr. McIntyre thanked the chairman and members of the association for the kind invitation extended to him to their banquet. He then went on to show the great advantages of the R. M. A. and of co-operation. He spoke of things which had been accomplished by this association. One, the saving of the tax on such things as tea and matches which was in hand at time that this tax was imposed. He also told of the uniform price selling plan which was being established in St. John with the idea that all merchants would be selling the same article at the same price.

F. A. Dykeman, of St. John, responded to the toast to the Retail Merchants' Association, who read the paper on "The Worthiness of Our Calling." Mr. Dykeman's paper was one of the most interesting papers that has ever been heard here for some time, and he outlined the great benefits which the Retail Merchants' Association were deriving from such an Association. He also pointed out a great many more ideas and suggestions to further the interests of the Association.

M. McDade, of St. John, and J. W. Scovil, St. Stephen, were other speakers.

Toronto Travellers Plan Organization

May Form Toronto Council of the Order of United Commercial Travellers of America

An effort is being made to organize the 10,000 commercial travellers who reside in Toronto. For the purpose of forming a local council of the Order of United Commercial Travellers of America, a luncheon was held at the Carls-Rite on Saturday last, and officers for the new council were nominated. Grand Secretary Waller M. Minn, of New York State was present and briefly explained the purpose of the organization. Next Saturday another meeting will be held, when a charter will be granted to the Toronto branch.

The commercial travellers nominated for election were: T. R. Crayston, for Senior Counsellor; C. F. Mallon, Junior Counsellor; E. M. Carroll, Past Counsellor; F. C. Oldham, Secretary-Treasurer; S. Moore, Conductor; J. H. Chambers, Page; John Elliott, Sentinel; Executive Committee, W. J. Sanderson, George St. Leger, William Martin and A. E. Belyea.

Milk Products Co. Is Re-organized

Appleford Milk Products, Ltd., Has Been Re-organized in Ottawa with a Capital of One Million Dollars

St. Thomas, May 12.—The announcement was made recently by U. L. Appleford, owner and controller of the economic process of dehydrating milk in Canada, that the Appleford Milk Products, Limited, has been organized in Ottawa, with a capitalization of one million dollars, the money having been subscribed by Ottawa, Brantford and Kingston investors. This will be the parent company of Canada, Mr. Appleford states, and will control a chain of powdered milk factories throughout the Dominion.

Mr. Appleford returned this week from an Eastern trip, where he completed the purchase of the cold storage docks at Trenton, Ont., to be used as a factory. He left Saturday with a party of English capitalists, together with a delegation of Ontario dairymen and business men, to inspect several large powdered milk plants in Minneapolis and other American points.

The creditors of the now defunct Stanley C. Williams Co., Limited, Sarnia, Ont., will get a return of thirty cents on the dollar, and if certain real estate is sold, may realize 20 cents more.

Java Sugar Will Not Lower Prices

Java Crop Will be a Normal One, Around 1,750,000 tons

VANCOUVER.—"Business people in Java are of the opinion that a still higher market on sugar is in store for us within the next few months, when the next crop is harvested," said J. E. Hall, general manager of the Vancouver Milling & Grain Company, who has returned from a trans-Pacific trip which took him to Japan, China, Hong Kong, Straits Settlements, French Indo-China and Java. He left here five months ago to investigate trade conditions in the Far East and to open an office in Shanghai, which is in charge of M. H. Thorburn, formerly of the Balfour-Guthrie staff here. Other offices are located at Hankow and Kobe.

Mr. Hall explained the Java sugar situation by saying that the crop there would probably be a normal one, around 1,750,000 tons as against 1,600,000 tons a year ago. The increase, however, would be offset by the shortage in Cuba.

Discussing the slump in Japan, he expressed the opinion that it was due largely to overspeculation and that the banks had decided to put a stop to it. He believed, however, that the country would soon come back and that business would be re-established on a more substantial basis than ever before.

WAS NOT HOARDING APPLES AS ALLEGED

W. J. Corby, Ottawa, Satisfactorily Explains to Board of Commerce re Charge of Hoarding—Was Trying to Sell

W. J. Corby, Ottawa, who recently appeared before the Board of Commerce, charged with hoarding apples, has made satisfactory explanation.

Mr. Corby then stated that he bought his apples in Nova Scotia from the United Fruit Company. Landed in Ottawa they cost him about $4.60 per barrel. He sold them at auction and by private sale at prices ranging from 75 cents to $6.00 per barrel, or an average of approximately $3.50. Earlier in the season, however, he had secured better prices, and felt that he would about break even on the whole transaction. The difficulty was that when the fruit was in demand he could not get delivery, as cars were scarce, and now when the apples reached this city the season was over and there was little or no demand for them. Most of them he sold at auction, and always to the trade only. His total contract was for 100 carloads, and of this he had received about 90, but did not expect more. The apples had been rehandled because of bruising, which accelerated decay. Had he got them without repicking, he might have got $8 per barrel for them. He had sent some cars to Montreal and Toronto on consignment, but had not sold them yet. Instead of attempting to hoard he was trying to sell.

TESTING FOR LEAKAGES

Continued from page 24

that this was a wonderful help in actually getting the prices I expected to get.

Second, there are mark-downs. These amount to a considerable sum during the year. They cut much more figure than anybody would imagine without checking. One is apt to think that mark-ups offset them; but they do not. Goods are shaded in practice much more than they are enhanced. It would be well to take account of such items as closely as possible.

Third, there are variations caused by selling 13 cent items at 2 for 25c. I sensed what this might mean once when I inventoried at both cost and sale price. The spread averaged over 30 per cent! I knew that I was averaging near to 21 per cent. Many factors, such as sugar, butter, eggs, and perishables that are in lightest relative supply when we inventory influenced the final result; but the sale of bunched items at slight reductions, which occurs constantly, is undoubtedly a great factor in shrinking the expected gross receipts.

Fourth, mistakes. These occur frequently enough in any event, and the clerk always favors the customer. This not because he wishes to work against his employer's interest; it's simply psychology to do it. Mistakes occur alarmingly where goods are not plainly marked.

Fifth, thieving. This factor always must be reckoned with. It is there when we least look for it and in directions least open, apparently, to suspicion. When located, we are surprised and beyond expression to find who has been guilty. It cannot be guarded against too strictly. Think what a lot of it can go on where the total shrinkage runs to upwards of $5000, as it does in this case, in a year!

I will write more on all this "in an early issue."

DISCOURAGE CARD CONTAINERS

Continued from page 23

biscuits. It was this line that was most affected by the increasing cost of sugar and raw materials.

The general tone of the convention was a better service to the retailer with the best products capable of manufacture in Canada. After the close of the last session the members retired to a room where a display of interest to the confectionery manufacturers was arranged by Messrs. Wagstaffe, Ltd., of Hamilton, Ont.

J. O. Elton, of S. H. Moore & Company, manufacturers' agents, Toronto, is leaving on Sunday next for a trip to the Old Country. Mr. Elton will be away about two months. The trip includes both business and pleasure. He will be calling on a number of Old Country manufacturers who are interested in the Canadian market. He sails on the "Corsican."

NEWS FROM WESTERN CANADA

WESTERN

P. Courtree, Ellis Av., Winnipeg, has gone out of business.

The Harphill grocery has recently been opened by Sydney Grant, in Prince Albert, Sask.

Samuel Abel, proprietor of the "Crescent Meat Market," Winnipeg, has sold to C. F. Clyne.

The managers of Codville Ltd. branches are in Winnipeg this week to attend the annual conference.

Farley Bros., Winnipeg, have been appointed representatives for E. Eaman Marmalade for the Province of Manitoba.

Sydney A. Naar, representing Oliver Lee, Ltd., is spending a few days in Vancouver with the company's representatives, Oppenheimer Bros.

G. McLean Co., Ltd., have moved to the corner of McDermot Avenue and Adelaide Street, a much larger and more spacious warehouse and office.

George L. Edmondson has accepted a position with H. P. Pennock Co., Ltd., Winnipeg, as sales manager, looking after the sales advertising management.

The business known as the "Bell Store" 666 Sargent Avenue, Winnipeg, has changed hands. Mr. Coughlin, the former proprietor, has sold to T. A. Graham.

That kind friend, the Stork, visited the home of Bill Randolph, the Winnipeg representative of The Harper Presnail Co., Ltd., and on his way left Bill a nice bouncing baby boy.

The Smith Fruit Co., Limited, has opened for business in Yorkton, Sask., under the management of J. C. Smith, who, since 1917 has been connected with the Yorkton Grocery Co. as credit manager.

W. H. Day, of Macleod, Alta., who with C. J. Dillingham is joint proprietor of the Macleod Times, was formerly in the grocery business and was also an alderman in Macleod. The Macleod Times recently took over the plant and business of the MacLeod News.

Nicholson, Rankin, Ltd., wholesale grocery brokers, Winnipeg, Man., have completed their organization in the Prairie Provinces and have branch offices in Regina, Saskatoon, Calgary, and Edmonton. J. C. Ryan is manager of the Regina office; Ross L. Forbes in Saskatoon; Wm. H. Dingle in Calgary, and Harry M. Judge, Edmonton.

The Robt. Gillespie Co., Ltd., Vancouver, B.C., have bought out Purdy-Jeffries Ltd., and will in future handle the flavorings and extracts manufactured by them. Mr. Gillespie is also president and manager of Cyders Ltd., a new firm for the manufacture of soft temperance drinks. The Gillespie Company is now located at 270 Columbia Street.

W. A. Bowron, of the firm of Bowron Bros., Ltd., of Hamilton, was a visitor in Winnipeg this week and have appointed Stroyan-Dunwoody Co. their Western representatives. Bowron Bros., Ltd., are manufacturers of Hip-O-Lite and other lines.

O'Loane Kiely, Vancouver, have added another American branch to their system—with the establishment of a brokerage office at San Francisco.

A. Petterson is now the sole proprietor of the Petterson & Livingston business at Tranquille, B.C. Tranquille is the Government's great tubercular sanitorium.

P. A. Wiggins has sold his grocery and provision store on the corner of Notre Dame Av. and Arlington St., to H. Berry. Mr. Wiggins has gone to Moose Jaw, Sask., to take over a larger business.

Scott Brothers have bought out the Olds, Alberta, store of Williams & Little. This store was one of the chain of five operated in Alberta by Williams & Little, who also operate a mail order grocery business in Calgary.

E. Nicholson, of Nicholson-Rankin, Ltd., commission brokers, Winnipeg, was called East last week by the illness and death of his brother. Before returning to the west Mr. Nicholson will make a business trip to New York and Chicago.

F. Manley, Winnipeg, has been appointed sole distributor for Western Canada for Callard & Bowser, Ltd., London, England, makers of the C & B Butter-Scotch. Mr. Manley has decided to move into a larger office and warehouse. The new office is located at 323 Garry St., Winnipeg.

The grocery and provision business of Mr. Wm. Cairns, 859 Notre Dame Av., has been disposed of to Parr and Espie, Mr. Cairns is going to Vancouver, B.C., in the interests of O-Celar Oil Co., Ltd. Previous to Mr. Cairns going into the grocery business three years ago, he represented the John Marrin Co., Ltd. in the city, for about ten years.

BLYTH D. ROGERS DEAD

President of the British Columbia Sugar Refinery Passes Away

VANCOUVER, May.—Blyth D. Rogers, president of the British Columbia Sugar Refinery, is dead. Death was caused by heart disease. Mr. Rogers, who was onnly twenty-seven years of age, succeeded his father two years ago as president of the British Columbia Sugar Refining Company. While a Lieutenant in the Royal Engineers, Ottawa, a few years ago, Mr. Rogers was thrown heavily when his horse fell, and the shock started his health permanently. He is survived by his wife and infant daughter.

The grain growers of the Foam Lake district are out to raise $100,000 with the intention of opening up a co-operative store in that town in the near future.

Jim O'Loane, who has recently received his discharge from the American navy, after chasing submarines for two and a half years, has joined the firm of O'Loane, Kiely & Co., Ltd., Vancouver, and takes charge of the accountancy. F. J. McKinnon, sec.-treas., and for many years accountant, takes charge of the export department.

NEW BROKERAGE HOUSE IN VANCOUVER

G. F. Donaldson and T. N. Phillips have organized a new brokerage house to serve the British Columbia field under the name of Donaldson Phillips Agencies Ltd. Mr. Donaldson was for several years connected with Tees & Persse Company, and in 1909 opened up the Saskatchewan territory for that house, finally settling at Regina as Saskatchewan sales manager. He enlisted in 1915 and served with the forces till the finish. T. N. Phillips is known as a specialty salesman throughout the Western provinces, having called on the trade for several years, introducing in turn the products of the N. K. Fairbank Company, Lever Brothers, Tuckett's and Quaker Oats. Mr. Phillips has been lately connected with the Vancouver Milling & Grain Co., Ltd., for whom he covered the central portion of the city of Vancouver. The policy of the firm may be judged from Mr. Phillips remarks: "I have invariably found that the retailer is the determining factor in the success or failure of any article which it is proposed to sell through grocery channels. If the retail grocery is interested in any article it cannot fail to go, and although the wholesaler may be induced to buy and order and some consumer advertising is done, unless the retailer has been invited to co-operate there will be no great success. Both Mr. Donaldson and myself have proven to our own satisfaction by years of experience that the secret of successful merchandising of grocery lines is close co-operation with the retail grocery."

FIRM IN WINNIPEG

Thompson-Charles & Co., of Scott Block, Winnipeg, have opened an office as manufacturers' agents selling direct to the retailers of Winnipeg. J. A. Thompson, one of the members of the firm, was for many years connected with Telfer Bros. Biscuit Co., of Toronto, and was also connected with the wholesale department of the Hudson's Bay Co. W. and H. Charles, also members of the firm, conducted a grocery business in Winnipeg for the last ten years. They have the agency for Telfer's biscuits.

There's a

The nose is the test of quality. Put a little *Snowflake Ammonia* in a glass of wates and smell it---

Your nose will convince you that "Snowflake" is the strongest ammonia powder on the market.

Moreover the strength lasts. Put the glass away for a half a day and the ammonia smell will be as strong as ever.

When you handle "Snowflake," you are giving your customers full strength ammonia powder, and therefore more value for their money.

SNOWFLAKE

Full Strength–

That's Why There

S. F. LAWRASON & CO

Difference

You need only shake the package to see whether or not it contains full measure. If you open a package of "Snowflake" you will find it full.

Your lady customers are very keen to observe whether or not they are getting full measure. When they get "Snowflake" they are satisfied with the full strength as well as the full measure. When they have once tried it they always demand "Snowflake."

AMMONIA
—Full Measure

Difference
LONDON, CANADA

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL markets continue firm with the tendency on many lines of commodities to reach even higher levels. A shortage of sugar is manifest in all markets and higher prices are expected. Business and collections are reported in good condition throughout the Dominion.

TORONTO—The situation in sugar remains unchanged. All refineries, with the exception of the Atlantic, remain closed, awaiting raw material, and it will probably be 10 days before sugar is again rolling this way. Supplies of sugar in wholesale hands are cleaned up, but retailers appear to be fairly well supplied. Corn syrups are ruling firm under recent advances. The market for cereals is firm under a quiet demand. Spot stocks of coffee are getting low, due to the prolonged railroad strike in the United States, which is making transportation difficult from the port of New York. No new developments are manifest in the market for teas; spot stocks continue short and primary markets are firm with indications for higher prices, especially on the finer grades. Advances have been registered on salad dressing, A. & H. sal soda, sweet pickles, marmalade, jelly powders and condensed milk. Gallon canned apples have advanced 25 cents per dozen. There is no change in the market for rice; supplies are short, although a few small shipments have arrived. The primary markets for rice are firm with indications for higher prices. The market for spices is firm with spot stocks in a limited supply. Jamaica ginger has advanced about 10 cents per pound in primary markets, but local prices have not changed. Potatoes are in scant supply and prices are higher. Southern vegetables and fruits are arriving in fair quantities. Flour is likely to be higher in view of the advance on wheat. The advance will probably be around $1.55 and $1.80 per barrel.

Both pork and beef cuts have advanced one to two cents per pound. Butter and eggs are easier. Cheese is firm and quotations higher. Smoked and cooked hams have shown slight advances.

WINNIPEG—The markets here this week are firm. Sugar is unchanged, but prices are expected to advance in the near future. Rogers' cane syrup is practically off the market. Corn syrup and molasses are firm. Evaporated apples declined slightly. Other dried fruits are steady. Cereals and especially rolled oats are ruling strong and higher prices are not unlikely. An advance is expected on all canned goods. Some lines of nuts are easier. The coffee market has strengthened, while tea is unchanged. The fruit market is very active, supplies are being cleaned up immediately upon arrival. Navel oranges are over, but Valencias are arriving freely. New Southern vegetables are in scant supply and the few that are coming through are shipped by express.

Select hogs have advanced. Eggs are easier. Butter is also easy, while cheese has strengthened.

MONTREAL—The feature of the market here this week is the sharp advance in the price of flour. The advance is $1.45 per barrel. Other flours besides the hard wheat flour are also up. Cornmeal is up, as predicted by CANADIAN GROCER. Advances in most vegetables have occurred. The sugar market is exceedingly strong and higher prices on sugar and molasses may be expected in the near future. There is very little change in the prices of fruit, but some fruits are almost withdrawn from the market. The new tea crop will likely be fifteen per cent. higher than the prices quoted on last year's crop when it was first marketed. Lard is ½c a pound lower this week. Crisco is also lower. Hay and grain are advanced this week.

Cheese is one cent a pound higher this week. Butter is quoted five cents a pound lower. Lard in some quarters is reduced ½c a pound lower. Meats are unchanged, as is also the case with eggs. Flour is higher this week as a result of the consent of the Wheat Board to raise the price. The sugar market is exceedingly strong. Fresh fish is in good supply and easier prices is the result. Hay and grain are higher this week and millfeeds are almost unobtainable. The vegetable market is considerably higher and fruit is unchanged, but grapefruit and some oranges are very scarce.

QUEBEC MARKETS

MONTREAL, May 14—The feature of the market here this week is the sharp advance in the price of flour. The sugar market is exceedingly strong and higher prices on sugar and molasses may be expected in the near future. Advances on most vegetables have occurred. There is little change in the price of fruit, but some fruits are almost withdrawn from the market. The new tea crop will likely be 15 per cent. higher. Crisco is quoted lower. Hay and grain has advanced.

Sugar Likely Higher

Montreal.

SUGAR.—Although there has been no change in the price of sugar this week the market is exceedingly strong. CANADIAN GROCER cannot emphasize too strongly the firmness of the sugar market at the present time. Higher prices can be expected in the near future as the raw sugar is demanding a higher price than ever before.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	....
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

No Change in Spices

Montreal.

SPICES.—There is no change in the price on spices this week. The opening of navigation and the incoming of many ocean liners may help considerably in reducing the prices on some spices. There is, however, no change in any prices this week. Some of the ocean liners coming into port this week carried supplies of mustard, but CANADIAN GROCER is informed that the supplies are not sufficient to be of any benefit in relieving the market.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 26
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 43
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Tumeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 40
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Amento, whole	0 18	0 20
Cream of Tartar, pure, French	....	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Molasses Market Strong

Montreal.

CORN SYRUP.—There is no change in the price of corn syrups this week as there was a big advance last week on all lines of corn syrups. The molasses market is exceedingly strong this week as a result of the very high prices on raw sugar. An advance in the price of molasses may be looked for in the very near future.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09½
Half barrels	....	0 09¾
Kegs	....	0 10¼
2-lb. tins, 2 doz. in case, case.	....	6 20
5-lb. tins, 1 doz. in case, case	....	7 15
10-lb. tins, ½ doz. in case, case	....	6 85
2-gal. 25-lb. pails, each	....	3 00
3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 80
5-lb. tins, 1 doz. in case, case	....	7 75
10-lb. tins, ½ doz. in case, case	....	7 45
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	8 60
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

Barbadoes Molasses—	Prices for Island	Prices for Montreal
Puncheons	....	1 60
Barrels	....	1 63
Half barrels	....	1 65
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.	....	6 00
3-lb. tins, 2 doz. in case, case.	....	8 25
5-lb. tins, 1 doz. in case, case.	....	6 80
10-lb. tins, ½ doz. in case, case	....	6 65

Walnuts Easier This Week

Montreal.

NUTS.—There is no change in the price of nuts this week although walnuts have a tendency of being easier with a good demand. The exchange has a great deal to do with the price of imported nuts. The demand is rather small on most lines of nuts at this season, but with an easing off of prices on certain lines the demand can be created.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 23
Peanuts, Jumbo	....	0 24
Do., "G"	0 19	0 20
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 33
Fancy splits, per lb.	....	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 22	0 25
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

First Crop Tea Higher

Montreal.

TEA.—The new tea crop is very poor; the prices will be higher. The reports show that the price of the first crop tea will be 10 to 15 per cent. higher than the price on last year's crop. The second crop reports are not in at present.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 70
Early picking	....	0 75
Finest grades	....	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Price Changes on Some Lines

Montreal.

MISCELLANEOUS.—"Electro Silicon" stove polish is up $2 per gross. The new price is $12. "Crisco" is reduced 70 cents per case for the 3-pound tin, the new price being $12.50 a case. Baker's chocolate has increased 3 cents a pound, the new price being 52 cents. The cocoa is also up 4 cents per pound, the new price being 58 cents.

Self-Rising Flour Higher

Montreal.

PACKAGE GOODS.—As predicted in last week's CANADIAN GROCER the price of package self-raising flour has gone up 20 cents on the 6-pound package and ten cents on the 3-pound package price of package self-hising flour has $6.20 per case. The price of the package cereals has not been changed, although the price is especially firm on all corn products.

PACKAGE GOODS

Breakfast food, case 18	....	2 85
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 10-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case 3 60 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Fa-fna, case	....	2 35
Hominy, pearl or granu., 2 doz.	....	3 65

Health bran (20 pkgs.), case	....	**2 60**
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	**3 60**
Pancake Flour, self-raising, doz.	....	**1 50**
Wheat food, 18-1½s	....	**3 25**
Buckwheat Flour, case	....	**3 60**
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (2-lb. pack.) doz.	....	**3 05**
Do. (6-lb. pack.), doz.	....	**6 00**
Corn Starch (prepared)	....	0 13
Potato flour	....	0 16
Starch (laundry)	....	0 11¼
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 00
Celluloid Starch, 45 pks. case	....	5 20

Corn Meal Higher

Montreal.

CEREALS.—As predicted last week by CANADIAN GROCER the corn market has firmed up and increased their prices As a result cornmeal is marketed 10 cents higher than quotations last week. Barley is very strong and a change in price may be looked for in the near future. The other cereals are in the usual demand considering the summer months are coming on.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	**6 00**
Hominy grits, 98 lbs.	....	**6 50**
Hominy, pearl (98 lbs.)	....	**6 25**
Graham flour	....	**6 00**
Do., barrel	....	**13 25**
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Coffee Market Unchanged

Montreal.

COFFEE.—There is no change in the price of coffee this week; the market is very firm and the demand very good.

COCOA.—There is no change evident in the cocoa market. One firm has increased their prices about 5 per cent., but this is confined to only one of the manufacturers.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Sair Dates Are Expected

Montreal.

DRIED FRUIT.—There is no change in the prices on dried fruits this week but the market is very firm. Some lines of figs and dates are very short. There is a supply of Sair dates due in Canada very shortly which are of a good quality and can be marketed at an easier price than has been necessary on some other lines. The price on currants remains unchanged although the market is rather uncertain in that line.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 27
Pears, choice	0 30	0 36
Drained Peels—		
Choice	....	0 32
Ex. fancy	....	0 34
Lemon	....	0 45
Orange	....	0 44
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	3 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

No Change in Canned Goods

Montreal.

CANNED GOODS.—Canned goods in general remain at the list prices although some lines are almost withdrawn from the market. It has been pointed out to CANADIAN GROCER that were these canned goods to be prepared to-day the prices would necessarily have to be much higher than they are to-day. The prices of canned goods remain as quoted last week.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	**4 50**	**4 85**
Asparagus, imported (2½s)	**5 50**	**5 55**
Beans, Golden wax	**2 00**	**2 00**
Beans, Refugee	....	**2 00**
Corn (2s)	**1 70**	**1 75**
Carrots (sliced), 2s	**1 45**	**1 75**
Corn (on cob), gallons	**7 00**	**7 50**
Spinach, 3s	**2 85**	**2 90**
Squash, 2½-lb., doz.	....	**1 50**
Succotash, 2 lb., doz.	....	**1 80**
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do. (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½ lb. tins	....	**1 60**
Tomatoes, 1s	**1 45**	**1 50**
Do., 2s	....	**1 80**
Do., 2½s	1 80	1 95
Do., 3s	**1 90**	**2 15**
Do., gallons	**6 50**	**7 00**
Pumpkins, 2½s (doz.)	**1 50**	**1 55**
Do., gallons (doz.)	....	**4 00**
Peas, standards	**1 85**	**1 90**
Do., Early June	**1 92½**	**2 05**
Do., extra fine, 2s	....	**3 00**
Do., Sweet Wrinkle	....	**2 00**
Do., fancy, 20 oz.	....	**1 87½**
Do., 2-lb. tins	....	**2 75**
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00
CANNED FRUITS		
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	**1 40**	**1 65**
Do., new pack, doz.	....	2 20
Do., 3s, doz.	**1 80**	**1 95**
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	**16 00**
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Rice Supplies Are Low

Montreal.

RICE.—There is no change in the prices on rice this week although the market is very strong and the supplies limited to a few lines. The prospects for a better supply in the near future are said to be very poor.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Pineapples Are on Market

Montreal.

FRUITS.—The apple market this week is confined to russets and Ben Davis. Prices in general range as quoted last week but tangerines are off the market entirely. Pineapples are offered for sale at $9 a crate.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	**6 00**	**7 00**
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	**6 00**	**7 00**
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	10 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 50
Cal. Navels—		
80s, 100s	....	6 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	10 50
Florida, case	....	6 00
Cocoanuts	....	13 00
Pineapples, crate	....	9 00

Vegetables Are Higher

Montreal.

VEGETABLES.—The tendency in the vegetable market is all upwards this week. Onions are quoted only on the yellow imported at $6.50 a crate. Turnips are 50 cents a bag higher, both for Montreal and Quebec shipments. Florida lettuce is $3.50 higher, being quoted at $9. American parsley is slightly lower, being quoted at $1.50 a dozen. Florida celery is $1 a crate higher, and tomatoes are offered at $12 a crate, being $4 a crate higher than quoted last week. Some of the vegetables quoted last week are off the market entirely and cannot be obtained at any price.

Asparagus, Cal., case	....	10 00
Beans, new string (imported) hamper	8 00	9 00
Beets, new, bag (Montreal)	....	3 50
Cucumbers, doz.	3 00	3 50
Chicory, doz.	....	0 50
Cauliflower, Am., doz. dble crate	....	7 00
Do., single crate	....	3 75
Cabbage (Montreal), barrels	....	7 00
Do., crate	....	10 00
Carrots, bag	....	1 75
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	4 00
Mint	....	0 60

Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	14 00
Do., Texas, crate	....	6 50
Do., red, 75 lbs.	....	15 00
Do., crate	....	3 00
Do., Spanish, case	....	8 00
Do., large white, per 100 lbs.	....	15 00
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	5 50
Do., New Brunswick	....	5 50
Do., sweet hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	9 00
American parsley, doz.	....	1 50
Florida Celery (4-doz. crate)	....	10 00
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	6 50
Tomatoes (Florida), crate	....	12 00
New Carrots, hamper	....	1 75
Shalots, doz.	....	1 50

Big Jump in Flour Prices

Montreal.

FLOUR.—As a result of the Wheat Board's acquiescence to the demand of the millers there has been an advance of $1.45 per barrel on all hard wheat flour. This advance was predicted last week by CANADIAN GROCER. At the present time only the larger mills in Canada are working at all and these are only working at half their capacity. There is, at present, no export of flour, and as a result milling operations are all crippled

Cornmeal flour is also high, being quoted at $11.30 per barrel.

Spring Wheat Flour	....	14 75
Winter Wheat Flour	....	13 10
Blended Flour	....	14 20
Graham Flour	....	14 75
Whole Wheat Flour	....	14 75
Corn Meal Flour	....	11 30

Hay and Grain Higher

Montreal.

HAY AND GRAIN.—The hay market is quoted higher this week. The best hay is offered at $30 per ton. The grain market is very strong. Oats are offered at $1.29 for 34 pounds. This is an advance on the last prices quoted. The market will likely be even stronger before the new crop is ready.

Hay—		
Good, No. 1, per 2,000 lb. ton.	....	30 00
Do., No. 2	....	28 00
Do., No. 3	....	26 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 29½
No. 3 C.W.	....	1 24
Extra feed	....	1 24
No. 1 feed	....	1 23
No. 2 feed	....	1 21
Tough 3 C.W.	....	1 22
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

ONTARIO MARKETS

TORONTO, May 14—Supplies of sugar are scarce and relief is not looked for until another 10 days. Corn syrups are ruling firm under the recent advances. Spot stocks of coffee are becoming low in view of the difficulty in transportation, due to the railroad strike in United States. Advances have been registered on salad dressing, sal soda, sweet pickles, marmalade and jelly powders. Gallon cans of apples are quoted higher. Jamaica ginger is firm. Potatoes are scarce and prices are higher.

Sugar Supplies Are Scarce

Toronto.

SUGAR.—The situation in sugar remains unchanged. All refineries with the exception of the Atlantic remain closed and it will probably be ten days more before sugar is again rolling this way. Supplies of sugar in wholesalers' hands are cleaned up but retailers appear to be fairly well supplied. The raw sugar market remains strong and prices holding around 18½ cents f.o.b. Cuba.

St. Lawrence, extra granulated, cwt.	19	21
Atlantic, extra granulated	19	21
Acadia Sugar Refinery, extra granulated	19	21
Dom. Sugar Refinery, extra granulated	18	71
Canada Sugar Refinery, granulated	18	71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Syrups Are Ruling Firm

Toronto.

SYRUPS.—The situation for corn syrup remains in a strong condition and although no change is noted this week a further advance is not unlikely in view of the firm condition of the corn market.

MOLASSES.—No change has occurred in the market for molasses. The market is ruling firm at high figures.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 09¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 80
Cases, 5-lb. tins, white, 1 doz. in case	....	7 75
Cases, 10-lb. tins, white, ½ doz. in case	....	7 45
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 20
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 15
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Corn and Oat Products Firm

Toronto.

CEREALS.—The market for cereals is firm under a quiet demand. Manufacturers are of the opinion that corn and oat products will be higher in view of the steadily advancing price of corn and oats.

Japanese marrowfat peas are quoted at 9½ cents per pound in bag lots and ½ cent higher for broken lots.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 96s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	7 75
Do., No. 2	....	7 75
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Spot Coffee Supplies Low

Toronto.

COFFEE.—Spot stocks of coffee are becoming low, due to the prolonged railroad strike in the United States, which is making transportation difficult from the port of New York. Quotations, however, are unchanged in a firm market.

Java, Private Estate	0 51	0 52
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 52
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Package Goods Unchanged

Toronto.

PACKAGE GOODS.—Package cereals are firm with a tendency for higher prices. Starch is ruling firm under the recent advances. Prices are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 13
Do., No. 2, lb. cartons	....	0 11¾
Laundry starch	....	0 11¼
Do., in 1-lb. cartons	....	0 13¼
Do., in 6-lb. tin canisters	....	0 15½
Do., in 6-lb. wood boxes	....	0 15½
Celluloid Starch, case	....	5 20
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70

Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 60
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Tea Market is Firm

Toronto.

TEA.—No new developments are manifest in the market for teas. Spot stocks continue short and primary markets are firm with indications for higher prices especially on the finer goods.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Some Lines Advance

Toronto.

MISCELLANEOUS.—Libby's popular size salad dressing has advanced to $3.00 per dozen. A. & H. sal soda is up to $2.55 per case. Sweet pickles, both sweet and mustard, have advanced.

Maple Syrup in Demand

Toronto.

MAPLE SYRUP.—There is an active demand for maple syrup and quotations are steady.

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
8-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15-gal. keg, per gal.	2 90	3 50
16 oz. bottles, 24 to case	8 85	9 70
32-oz. bottles, 12 to case	....	9 15
Pure Maple Sugar, 1-lb. blocks	....	0 40

Canned Apples Are Up

Toronto.

CANNED GOODS.—Canned apples have advanced to $6.50 per dozen for the No 10 size. Libby's No. 2½ tins sliced pineapple are up to $7.25 per dozen and O'Leary's lobster ½s are quoted at $6.50 per dozen. All lines of canned goods are fairly active. Libby's Royal Ann cherries are up to $8.00 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	4 90	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Shelled Nuts Are Steady

Toronto.

NUTS.—Shelled walnuts have steadied in price and apparently the price will settle around 60 to 65 cents per pound. Shelled filberts continue weak, while peanuts are firm. The demand for nuts in the shell is very light and prices are steady.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 0[illegible]
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 40	0 43
Do., sweetened, lb.	....	0 45
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	....	0 [illegible]
Peanuts, Spanish, lb.	....	0 2[illegible]
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10
Do., Java	....	0 19½

Marmalade Has Advanced

Toronto.

MARMALADE.—Shirriff's marmalade has advanced as follows:—Individual now quoted at $1.35 per dozen; 7½ ounce tumblers $2.35 per dozen; 10 ounce tumblers $2.95 per dozen; 12 ounce tumblers $3.55 per dozen; 16 ounce jars $4.35 per dozen; 22 ounce jars $5.80 per dozen; 2 pound jars $7.90 per dozen; No. 4 tins $13.20 per dozen; No. 7 tins $22.80 per dozen.

Jamaica Ginger Firm

Toronto.

SPICES.—The market for spices generally is firm with spot stocks a limited supply. Jamaica ginger is firm and although quotations in primary markets are 10 to 15 cents per pound higher, local prices have not changed. Cream of tartar is five cents per pound higher and a scant supply is noted.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 35	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 63
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar -		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

No Change in Rice Situation

Toronto.

RICE.—There is no change in the market for rice. Supplies are short although a few small shipments come through. The primary markets are firm and the tendency is for higher prices.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling	....	14 00

Jelly Powders Advance

Toronto.

JELLY POWDERS.—Jelly powders have advanced ten cents per dozen, due to the higher cost of sugar, gelatine and cartons.

Figs Are Cheap

Toronto.

DRIED FRUIT.—All dried fruits are moving freely in an unchanged market. Figs are being quoted at a variety of prices, due to the lateness of the season and wholesalers are now anxious to dispose of stock before hot weather. 4 crown layer figs are offered in one quarter at 25 cents per pound.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American -		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	6 00
Dromedary, 9 doz. in case	....	7 75
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Cal., 10 oz., 12s, case	....	2 00
Prunes		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Condensed Milk Advances

Toronto.

CONDENSED MILK.—Borden's condensed milk has advanced 50 cents per case. Quotations are as follows:—Eagle Brand $12.00 per case; Reindeer $11.50 per case; Silver Cow $11.00 per case; Challenge $10.10 per case. Reindeer coffee, both large and small sizes, now $7.25 per case.

Millfeeds Have Advanced

Toronto.

MILLFEEDS.—The price of bran and shorts have advanced $3.00 per ton. Supplies are scarce.

MILLFEEDS—		
Bran, per ton	....	54 00
Shorts, per ton	....	61 00

Egyptian Onions Arrive

Toronto.

VEGETABLES.—Ontario vegetables are scarce and prices are higher. Potato supplies are light, barely sufficient to meet present demands. Southern vegetables are arriving fairly well in spite of strike conditions; prices, however, are higher. Egyptian onions are quoted at $12.00 per sack of about 110 pounds. California head lettuce is quoted at $7.50 per case of four dozen. Green and wax beans are selling at $6.50 per hamper.

Carrots, per bag	2 50	2 75
Parsnips, per bag	....	....
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	....	....
Spanish Onions, large case	....	....
Onions, white, large sacks	....	....
Cauliflower, Col., standard crate	....	....
Potatoes—		
Ont., 90-lb. bags	6 25	6 50
Quebec, 90-lb. bags	6 25	6 50
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 75	2 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	....	7 50
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	....	6 00
Do., Texas, barrel	....	7 00
Do., Cal., case, 80 lbs.	....	6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	....	1 00
Rhubarb, outdoor, doz.	0 50	0 75
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	....	....
Mexican Tomatoes in lugs	....	....
Cucumbers, Florida, hampers	7 50	8 50
New Carrots, hampers	....	3 25
Asparagus, Cal., per case	9 00	11 00
New Beets, hampers	....	3 25
Wax Beans, hampers	....	6 50
Texas Onions, hampers	....	....
Do., crates	....	5 50

Navel Oranges About Over

Toronto.

FRUIT.—The season for navel oranges is about over and prices are 50 cents to $1.00 a case higher. Strawberries are arriving freely and are quoted at 30 cents for pints and 60 cents for quarts. Fancy apples in boxes are quoted at $5.00 for all sizes.

Cal. Navel Oranges—		
80s, per case	....	6 00
100s, per case	....	6 75
126s, per case		8 25
150s, per case	....	9 25
176s, 200s, 216s, 250s, per case	....	10 00
Oranges, Valencias—		
126s, 150s, 176s	....	....
Do., Seedlings	....	....
Bananas, Port Limons	....	0 08½
Lemons, Cal., 300, 360s	4 50	5 00
Do., Messinas, 300s	....	4 50
Grapefruit, Florida—		
64s, 70s, 80s, 96s, 126s	6 00	6 50
Grapefruit, Cuban—		
36s, 46s, 54s	....	....
64s, 70s, 80s, 96s, 126s	....	....
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	....	5 00
Strawberries, pints	....	0 30
Do., qts.	....	0 60
Pineapples, Porto Rico—		
18s, 24s, 30s, case	....	....

Flour Likely to be Higher

Toronto.

FLOUR.—Flour is likely to be higher in view of the advance on wheat. This advance will probably be around $1.55 to $1.80 per barrel, but in the meantime local prices have not changed.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	11 70
Ontario spring wheat flour in jute bags, per barrel	....	13 60

WINNIPEG MARKETS

WINNIPEG, May 14—The market here is very firm this week. Sugar remains unchanged. The trade is looking forward with interest for Canadian refineries to advance their prices. Rogers' cane syrup is practically off the market and corn syrups and molasses are reported very firm. The prune situation is very complicated. Dried fruits are very firm and evaporated apples declined a little in price this week. Cereals and rolled oats are ruling firm, while canned goods will no doubt be much higher. Some lines of nuts are easier, while a few brands remain firm. The coffee market stiffened a little this week, while tea situation is unchanged. The fruit market is reported very active. Shipments of new supplies are en route and many new vegetables are arriving daily.

Sugar is Unchanged

Winnipeg.

SUGAR.—No change in the sugar market since last report. The raw sugar market has been about the same, and the trade is looking forward to an advance in Canadaian refined.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Shortage of Cane Syrup

Winnipeg.

SYRUPS.—Stocks of cane syrup is practically cleaned up. Corn syrups are unchanged. Molasses is firm.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 10
Cases, 5 lb. tins, white, 1 doz. in case	....	8 10
Cases, 10 lb. tins, white, ½ doz. in case	....	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 70
5s, 4 doz. in case	....	4 45
10s, 4 doz. in case	....	4 40

Dried Fruits Steady

Winnipeg.

DRIED FRUITS.—California dried fruits are very firm, while evaporated apples declined a little.

Late reports from California state that the outlook for a satisfactory prune crop this season has been very much improved. While a crop of the size of last year (which was not very large), is unlooked for, yet the tonnage is expected to be about the average. Spot prunes continue to be freely offered and the ideas of holders vary. Sizes 70 to 80's are being held very firm, while seasonable sizes are inclined to be weak, and cars showing poor assortment are difficult to dispose of.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
PRUNES—		
40-50s, per lb.		0 25½
40-50s, per lb.		0 21½
70-80s, per lb.		0 19
50-60s, per lb.		....
60-70s, per lb.		0 20
80-90s, per lb.		0 18½
90-100s, per lb.		0 17½
In cartons, per carton		1 10
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.		0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.		0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.		0 20
9-oz., 48 to case, per pkge.		0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.		0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.		0 33
50-lb. boxes, choice, fancy, lb.		0 30

Cereals Remain Firm

Winnipeg.

CEREALS.—No change in cereal market. Market is ruling firm.

Cornmeal, golden, 49-lb sacks, per sack	2 60
Do., 10-lb. bags, 10 in bale, per bale	6 15
Barley, pearl, 98-lb. sack, per sack	8 50
Do., pot, 98-lb. sack, per sack	6 10

Buckwheat, Gritz, 100-lb. sacks	9 90	11.00
Rolled Oats, 80-lb. sack	....	4.90
Linseed meal, 100-lb. sacks, per lb.	....	0 19
Split Peas, 98-lb. sack, per sack.	....	8.50
Do., green, per bushel	....	5.50

Rolled Oats Very Strong

Winnipeg.

PACKAGE GOODS. — The market shows rolled oats very strong. During the last few days the oat market has advanced several times, which will have the tendency to increase prices in rolled oats.

Rolled oats, 20s, round cartons..	5 35	6 50
Do., 36s, case		4 85
" 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4.00
Cooker Package Peas, 48s, case..	....	6 00
Do., 36s, case	....	3 75
Cornstarch, No. 1 lb. pkts., per lb.	....	11½
Laundry starch, in 6 lb. kegs	....	13¼
Do., in 6 lb. wood boxes	....	15¼
Gloss starch, 1 lb. pkts., 10 in case, per lb.	....	13¾
Celluloid cold starch, 1s, 45 in case, per case	....	5 35
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case..	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case..	....	4 60

Canned Goods to be Higher

Winnipeg.

CANNED GOODS.—With the unsettled price of tin plate, there is no doubt at all, but that all canned commodities will be very much higher. This combined with the increased price of sugar will have a strong tendency to increase the prices of all canned goods.

CANNED FRUITS

Apples, 6 tins in case, per case..	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case..	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz..	....	4 00
Do., 2s, 2 doz. case, per case..	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50

CANNED VEGETABLES

Asparagus tips	....	2 75
Beans, Golden Wax	....	4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s	....	4 50
Peas, standard, 2s	....	4 25
Do., Early June, 2s	....	4 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	4 50
Spaghetti, 1s	....	1 39
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	1 90

CANNED FISH

Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz..	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz..	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Do., 2s	....	3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00

Peanut Market is Firm

Winnipeg.

NUTS.—Virginia peanuts are very firm. Prices are unchanged.

NUTS.—		
Almonds, per lb.	31	31½
" shelled	65	66
Brazil	35½	36
Filberts	29½	30½
Mixed nuts	29	
Peanuts, roasted	19	26½
Peanuts, salted	33	
Walnuts	30	30½
Walnuts, shelled	60	66

Coffee Has Strengthened

Winnipeg.

COFFEE.—Coffee has strengthened after the slight decline on the report of shortage of suitable coffees at the source.

COFFEES—		
Santos, per lb.	0 45	0 47
Bourbon, per lb.	0 46	0 48
Maracaibo, per lb.	0 52	0 54
Jamaica, per lb.	0 46	0 50
Mexican, per lb.	0 55	0 59

No Change in Tea

Winnipeg.

TEA.—With English exchange hardening cost of all teas now arriving is increasing. Tea is stiffening up in price and is expected to go up higher. The rupee exchange still remains high, and while it does so there can be no reduction in the cost of tea in Canada.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 46	0 50
Pekoe	0 48	0 52
Broken Pekoe	0 50	0 56
Broken Orange Pekoe	0 54	0 64

Jamaica Ginger Strong

Winnipeg.

SPICES.—Jamaica Ginger took a decided jump in the New York market, advancing from 21 cents to 42 cents, due to the excess demand of soft drink manufacturers. Local prices will not likely be affected until spot supplies are depleted.

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 38
Do., 5-lb. boxes, per lb.	....	0 42
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 33
Japan chillies	0 30	0 32

Beans Holding Firm

Winnipeg.

BEANS.—Beans are holding firm. There has been a decided increase in demand which has resulted in the market becoming much firmer. Holders are now asking one dollar per hundred pounds more than beans could be purchased for a few weeks past.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rice is Unchanged

Winnipeg.

RICE.—There is no change in the rice situation and prices remain unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 18½
No. 1 Japan, 100-lb. sack, lb.	....	0 18
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18⅛
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 12½
Do., in less quantities	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Fruit Market Active

Winnipeg.

FRUIT.—The fruit market is active and very strong. Supplies are being cleaned up just as fast as they are received. Apples are bringing good prices, while two months ago a slump was expected, but conditions reversed, and it looks now as if all holdings will go out at profits. Bananas continue very high. Cocoanuts are now coming on the market. The quality so far has been excellent. Spot stocks are cleaned up rapidly, and fresh supplies are enroute and should reach here not later than the 15th of this month. On account of the heavy rains experienced in the southern states and higher prices few strawberries are available. Navel oranges are completely cleaned up, while Valencias oranges are arriving daily. New Calafornia cherries will be arriving very soon.

FRUITS—		
Valencias oranges, 126s	....	7 50
150s	....	8 00
176s	....	8 50
200s, and smaller	....	9 00
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.	....	0 11
Grape Fruit—		
36s to 46s	....	6 00
54s and smaller sizes	6 50	7 00
B.C. apples, box	....	3 50
Ontario apples, box	....	3 50

VEGETABLES IN DEMAND

Winnipeg.

VEGETABLES.—New vegetables are arriving in spite of the fact that it is very difficult to get goods from the States. New Zealand and Texas onions have just arrived. Tomatoes have to be shipped by express owing to the continued strike in Chicago, and are quoted at $23.00 per 40 pound crate to the trade. New radishes, carrots, onions, asparagus, and spinach are arriving daily.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	....	4 50
Carrots, per cwt.	....	5 00
New carrots, per lb.	....	0 07
Texas onions, per bushel	....	6 00
New Zealand onions, 100-lb. crate, per crate	....	11 50
Cabbage, per lb.	....	0 07½

Continued on page 41

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, Sask., May 14.—Jobbers report market as more steady during the past week. Staples are holding firm. Fruits and vegetables are scarce and commanding high prices. Flour, jams, syrups and some canned goods show slight increase. Creamery butter is down to 68 cents per pound. Fresh eggs are unchanged. Australian onions have arrived and are quoted at 11 cents per pound.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour	....	5 40
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, creamery	....	0 68
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 49
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	....	3 75
Onions, Australian, per lb.	....	0 11

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, May 14.—Markets are firm with advances registered on flour, now quoted at $16.60 per barrel. Cornmeal is higher, selling at $4.65. Rolled oats are 50 cents higher. Molasses continnues to advance and is quoted at $1.70 Potatoes are scarce and prices 50 cents per barrel higher. Egyptian onions are selling at 10 to 11 cents per pound and Bermudas at $6.00 per crate. Grapefruit also is higher now, quoted at $9.00 to $10.00 per crate.

Flour, No. 1 patents, bbls., Man.		16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 65
Rolled oats		13 00
Rice, Siam, per 100 lbs.	....	15 00
Tapioca, 100 lbs.	13 50	15 00
Molasses		1 70
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 30	0 31½
Eggs, fresh, doz.	....	0 46
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	....	0 42
Butter, creamery, per lb.	....	0 65
Butter, dairy, per lb.	0 58	0 60
Butter, tub	0 56	0 58
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., May 14.—Condensed milk has advanced 50 cents per case. Rogers' syrup is up 80 cents per case. Bulk macaroni is up one cent per pound. Catelli's macaroni is up 30 cents per case. Nugget polishes, Keen's mustard, molasses and paper bags are higher. Crisco declined 75 cents per case. Butter is easier and quotations on best creamery are 68 to 69 cents. Eggs are in good supply at $15.00 per case. Package rolled oats are up 90 cents a case in some quarters.

Flour, 96s, per bbl.	....	12 95
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 00
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 30	0 31
Butter, creamery, lb.	0 68	0 69
Do., dairy, lb.	0 55	0 60
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	....	15 00
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 80
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 22	0 25
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 20
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Potatoes, Alta., per ton	120 00	130 00
Lemons	....	7 50
Oranges	7 50	8 00
Grapefruit	....	7 00

WINNIPEG MARKETS

Continued from page 40

Tomatoes, per 40-lb. crate, per crate	....	23.00
Fresh rhubarb, per case	....	4 50
Head Lettuce, per case	....	6 00
Do., per dozen	....	1 75
Leaf Lettuce, dozen	....	0 65
Radishes, per dozen	....	0 65
Green onions, per dozen	....	0 60
Asparagus, per case	....	5 00
Spinach, per case	....	2 50

VANCOUVER

Strawberries Sell Freely

Vancouver.

FRUIT.—Strawberries are selling freely at $7.50 per crate. Cherries are arriving in small lots. Rhubarb is quoted at $2.75 to $3.00 per crate. Oranges are selling at $9.25 per case.

Cucumbers More Plentiful

Vancouver.

VEGETABLES.—Victoria hothouse tomatoes are on the market and selling at $10.00 per crate. Cucumbers are plentiful and selling at $2.50 to $3.00. Winningstadt cabbage is quoted at 7 to 8 cents per pound. Local asparagus is selling at $4.00. Other vegetables are unchanged.

Egg Market is Steady

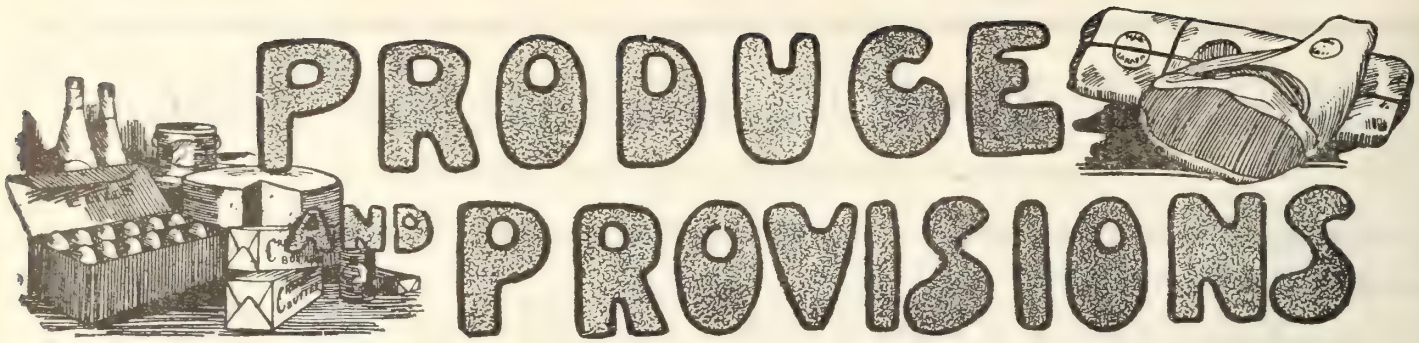
Vancouver.

EGGS.—The egg market is steady and supplies are arriving freely. Quotations are 56 to 58 cents per dozen.

LEARNS THE VALUE OF CANADIAN GROCER

" I started in business here the first of January, 1920, and judging by the results obtained so far, I still have the utmost confidence in my theory of running the grocery business. While not yet a subscriber to CANADIAN GROCER, it is not my fault. I want it sent to me because up till now I have had to borrow a copy from my neighbor every week. I have learned the value of CANADIAN GROCER and have only been waiting for someone to take my subscription so that I will always have my own copy."—W. S. Johnson, Lennoxville, Que.

The Stettler Cigar Co., Ltd., Vancouver, is moving to larger quarters on Water street. The new premises, at 140 Water street, comprise a 5-storey brick building and will be entirely occupied by the manufacturers of the Van Loo Cigar. This company has also secured the right to manufacture the Van Dyck cigar in Canada.



Government Extends Time for Manufacture of Oleomargarine

May Continue to Make Oleo Until August 31, 1921, and the Sale Until March 1, 1922—"Government Will Always Permit Sale," Says One Importer

THERE is no doubt whatever that the consuming public in Canada wants oleomargarine to remain a staple commodity, and the House of Commons has voiced their appreciation of this fact by extending the manufacture and importation into Canada to August 31, 1921, and the sale until March 1, 1922. "The greatest opposition to this butter substitute came from the farming community, who were under the impression that the sale of this article would knock the dairy industry out of business," stated H. B. Clemes, of Gunns, Ltd., to CANADIAN GROCER, in discussing the action of the Government. "But this is not so. The dairy business is on a greater scale to-day than ever, and while perhaps we are not getting as much dairy butter as in the past we are getting plenty of creamery, and the price has not decreased through the sale of oleo."

That there is a strong demand for margarine all over the country is proved by the fact that since the restrictions on its sale were removed on December 10, 1917, and up to the end of February last, 18,358,046 pounds of this butter substitute were manufactured in Canada and 12,071,287 pounds were imported.

Will Always Permit Sale

"The people want margarine," stated Mr. Whyte, of the Whyte Packing Co., Front Street E., Toronto, in the course of an interview with CANADIAN GROCER, "and furthermore, my personal opinion is that the Government will always permit the sale. Why shouldn't they?" he asked.

"There is no food that is purer. It is made under Government inspection from the best of ingredients, and is as much a butter substitute as shortening is a lard substitute. We do not manufacture margarine," continued Mr. Whyte. "We import several brands and they are equally as good as many makes of dairy butter that arrive in our warehouse, and if people want this butter substitute let them have it, because there is nothing purer made."

Better Care Essential

One manufacturer of margarine stated that the reason some people complained about the quality was that the retailers and wholesalers too did not take proper care of it after it reached their store. They apparently did not take into consideration that oleo was as susceptible to heat, odors, and contamination generally as butter. The public have been known to complain about receiving oleo that was mildewed and musty, and the only alternative was for the grocer to take it back, give the customer credit for it, and then perhaps lose the price. The reason for this condition is the lack of proper care and the ordering of too large a quantity at one time. "The better plan," stated this manufacturer, "is for the retailer and wholesaler to buy more carefully and to buy oftener, preferably in the fifteen pound boxes, and then keep it under the same conditions

IN GERMANY—OR ELSEWHERE

From "Meggendorfer Blaetter," Munich.

Somebody At Work

The entrance to the R. Snowden store, Oshawa, Ont., showing tastefully arranged windows. Attractive windows are always a feature in this store. They are changed frequently. Mr. Snowden always uses one window for the display of meats and produce. In this photograph it is the one on the left.

as the choicest creamery butter. We make oleo every day the year round so there is no excuse for carrying a large stock."

"The manufacture of oleomargarine is a real industry," stated A. Lowe, of the Swift Canadian Company, "and should not be conflicted with the butter industry because margarine is a separate product and should be considered as such and not as a substitute for butter. Margarine contains great food value and fully 75 per cent. of the ingredients are the product of the Canadian farm. That the people want it is proven by the fact that one million pounds a month has been sold since the restrictions were taken off."

Pineapples Exempt From Recent Ruling

Hawaiian Fruit Need Not Show Sugar Percentage

A ruling was recently laid down by the canned goods division of the Department of Agriculture that on canned goods not standardized no markings as to quality were necessary at present, but that the labels must show the percentage of sugar used in the syrup, in type at least a quarter of an inch in height, this referring especially to canned pineapples. The California Packing Corporation took objection to this ruling on the ground that most of the canned pineapples used on this continent came from the Hawaiian Islands, and that already a year's supply of labels had been sent out to the various canneries on the Hawaiian Islands, most of which were situated far from printing facilities.

In view of this, the California Packing Corporation wrote the Montreal Board of Trade, asking that they take the matter up, with a view to securing a year's delay before this regulation was put in force. The Montreal Board of Trade discussed the matter with the Government, and has received a reply from Ottawa that, "owing to the fact that pineapple is not packed in Canada, it has been decided to accept canned pineapple without declaration as to quality or sugar percentage of syrup, this order good until January 21, 1921."

The result of this order will mean that imports of Hawaiian canned pineapple will continue under the old regulations until the time mentioned in the order.

Keeping Cheese In Good Condition

F. P. Houlahan at Sherbrooke, Que., Has A Regular Curing Room in Basement of Store

In the store of F. P. Houlahan, at Sherbrooke, Que., is fitted out a regular curing room for cheese in the basement of the store. It is completely lined with sheet iron. All the wooden cases are removed and the cheese are kept well up off the floor on tiers of shelves. There are screened ventilators in the top and bottom of the door entering the room. "A good circulation of air is absolutely essential in keeping cheese for any length of time," remarked Mr. Houlahan to CANADIAN GROCER recently.

NEW SEASON'S JAM PRICES

SEATTLE.—Canners are active in the field for berries of all kinds and contracts have been closed for raspberries at 17 to 18 cents per pound with some sales at 20 cents as against an opening at 11 cents last year. Strawberries are 18 cents to 20 cents, loganberries at 12 to 15 cents and cherries at 9 cents. At this rate strawberries will cost the consumer 25 cents per pint and raspberries will sell off the curb at $4.00 per crate.

The body of Joseph Kirouac, 48, married, formerly grocer in St. Sauveur ward, Quebec, who was missing since November last, was found the other day in the Charles River, near Limoilou.

Condensed Milk Advances 50 Cents Per Case

Condensed Milk Contains 45% of Sugar and That is the Reason for the Advance, State the Manufacturers

CONDENSED milk has again reached higher levels. The advance registered amounts to 50 cents per case. On the first of January this year condensed milk was selling at $9.80 a case and to-day, with the present advance, makes the price $12, making a total advance of $2.20 since the first of the year. Just what further advances will take place will all depend on the cost of sugar; if sugar goes higher (and indications all point that way) then condensed milk must naturally follow, as a great portion of this commodity is sugar, in fact condensed milk contains 45 per cent. of sugar and the balance is composed of whole, fresh milk. "Although the higher cost of sugar is the real reason of the advances on condensed milk," stated a manufacturer to CANADIAN GROCER, "there are other advances as well that enter into the cost; tin has advanced enormously, also labels, and cases are higher. But condensed milk just naturally follows the sugar market."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 14—The feature of the produce market this week is the fall in the price of butter. Butter has declined as much as five cents a pound. Fresh fish is in better supply and the prices are lower in most cases. Fresh lake fish is beginning to come in. The price of cheese, as predicted by CANADIAN GROCER, has advanced one cent a pound as a result of the open market in the Old Country. The price of eggs remains unchanged at the advanced level. The meat market is very strong and remains unchanged.

Fresh Meats Unchanged

Montreal.

FRESH MEATS.—The price of live hogs and dressed meats remains unchanged this week on the Montreal market. The prices are very firm and the demand is very good.

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 29
Fresh Pork—	
Legs of pork (foot on)	0 36
Loins (trimmed)	0 41
Loins (untrimmed)	0 37
Bone trimmings	0 23
Trimmed shoulders	0 29
Untrimmed	0 28
Pork Sausage (pure)	0 25
Farmer Sausages	0 20

Fresh Beef—

(Cows)			(Steers)
$0 22	$0 28	Hind quarters	$0 25 $0 30
0 12	0 15	Front quarters	0 14 0 18
....	0 40	Loins	.... 0 44
....	0 28	Ribs	.... 0 30
....	0 15	Chucks	.... 0 16
....	0 22	Hips	.... 0 24

Calves (as to grade)	0 22 0 28
Lambs 50-80 lbs. (whole carcass), lb., frozen	0 32
Do., fresh	....
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	0 20

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—No change is experienced in the barrelled meat market. The demand is falling off for home consumption but there is a fair amount of export.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl.), 80-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Cooked Meats in Demand

Montreal.

COOKED MEATS.—As this product is dependent on the prices of fresh meats for their quotations and there is no change in the price of the fresh product, the prices as quoted last week are still in force. The market is very strong, however, and the demand is good, increasing as the summer season comes on.

Jellied pork tongues	0 46
Jellied Pressed Beef, lb.	0 33
Ham and tongue, lb.	0 38
Veal and tongue	0 35
Hams, cooked	0 52
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 75
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 64

A Strong Bacon Market

Montreal.

BACON.—There is no change in the price of bacon this week. The prices are very firm at the list quoted last week. The opening of the export trade at Montreal this week may have an effect on the home market. It is rather indefinite what the effect will be, but already a large shipment of bacon is being loaded at the dock for Europe.

BACON—	
Breakfast, best	0 46
Smoke Breakfast	0 41
Cottage Rolls	0 36
Picnic Hams	0 30
Wiltshire	0 46
Medium Smoked Hams—	
Weight, 8-14, long cut	0 32
Do., 14-20	0 37
Do., 20-25	0 34
Do., 25-35	0 27
Over 35	0 26

Big Drop in Butter

Montreal.

BUTTER.—There has been a break in the price of butter this week to the extent of five cents a pound. The change is very sudden and it can hardly be accounted for in any fact except the better production of the creameries in the country. Fresh creamery butter is offered at 59c a lb. this week in contrast to the price of 65c quoted last week.

BUTTER—	
Creamery prints, qual., new	0 59
Do., solids, quality, new	0 58
Dairy, in tubs, choice	0 52
Dairy, prints	0 53

Cheese One Cent Higher

Montreal.

CHEESE.—As intimated last week in CANADIAN GROCER the relinquishing of control on cheese in the English market has had the effect of raising the prices on cheese. Cheese is quoted 1c higher this week. Large shipments of Canadian cheese are already going aboard the ocean liners at Montreal ready for shipment to the Old Country. Undoubtedly the open market in the Old Country will have the effect of raising the prices in Canada.

CHEESE—	
New, large, per lb.	0 30½
Twins, per lb.	0 31
Triplets, per lb.	0 31
Stilton, per lb.	0 37
Fancy, old cheese, per lb.	0 33
Quebec	0 31

Eggs Maintain High Price

Montreal.

EGGS.—There is no change in the egg market this week. The high prices quoted last week are still very strong and eggs are demanding 55c a dozen.

No Change in Shortening

Montreal.

SHORTENING.—There has been no change in the market on shortening this week. The prices are very firm with a good demand.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs., per lb.	0 26¾
Pails, 200 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 27¼

Lard Prices Unchanged

Montreal.

LARD.—No change has featured the lard market this week. The prices quoted last week are very firm, and 28¼c is the prevailing price demanded on markets here.

LARD—	
Tierces, 360 lbs.	0 28¼
Tubs, 60 lbs.	0 28¾
Pails, 20 lbs.	0 29
Bricks	0 31

No Change in Margarine

Montreal.

MARGARINE. — The break in the price of butter may have an effect on the quotations on margarine. Butter is offered at 59c and margarine is quoted at 37c. The price of margarine may be changed so as to compete with the price of butter, but there is nothing definite in this line at present.

MARGARINE—		
Prints, according to quality, lb.		0 37
Tubs, according to quality, lb.	0 31	0 35

Fresh Fish Cheaper

Montreal.

FRESH FISH.—There has been a drop in the price of most fish lines this week. There is a plentiful supply of fresh halibut on the market. A whole car of Pacific halibut having arrived this week. Haddock and cod are in very good supply and easier prices are quoted. Gaspereaux are coming freely and are offered at lower prices this week. The first shipment of fresh lake trout and whitefish is expected in Montreal this week. The lake fishing has opened and a continual supply of fresh lake fish is expected on the market from now on.

FRESH FISH

Haddock	0 07½
Steak cod	0 10
Market cod	0 06½
Mackerel	0 18
Flounders	0 10
Prawns	0 50
Live Lobsters	0 50
Salmon (B.C.), per lb., Red	0 30
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Halibut	0 24
Gaspereaux, per lb.	0 06
Whitefish	0 20
Lake trout	0 20
Pike	0 13
Perch	0 13

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.		16 50
No. 1, medium, bbl., 200 lbs.		15 00
No. 2, 200-lb. bbl.		14 00
Strip boneless (30-lb. boxes), lb.		0 18
Boneless (24 1-lb. cartons), lb.		0 18
Ivory (2-lb. blocks, 20-lb. boxes)		0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.		15 00
Skinless, 100-lb. boxes		16 50
Pollock, No. 1, 200-lb. barrel		13 00
Boneless cod (2-lb.)		0 18

SMOKED

Finnan Haddies, 15-lb. box		0 13
Fillets, 15-lb. box		0 19
Smoked Herrings		0 24
Kippers, new, per lb.		2 15
Bloaters, new, per box		2 00
Smoker Salmon		0 35

Poultry Offerings Small

Montreal.

POULTRY.—As quoted to CANADIAN GROCER by a local firm dealing in fowl, the Montreal poultry markets could be packed easily on one load and carted away. This simply goes to show that the poultry offerings are very small at the present time. The prices, however, are unchanged from those quoted last week.

POULTRY (dressed)—

(Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)		0 47
Young Domestic		0 42
Turkeys (old toms), lb.		0 55
Do. (young)		0 58
Geese		0 34
Old fowls (large)		0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, May 14—The market for fresh meats is firm with advances registered on most lines. Pork cuts are up one cent per pound. Beef cuts are 2 to 3 cents per pound higher. Spring lamb is scarce. Hams are in limited supply and quotations are one cent up. Barrel pork is also higher. Cooked hams are firmer. The cheese market is firm and active; quotations are 2 cents per pound higher. Eggs are weaker and prices are expected to drop. Butter has declined. Margarine, lard and shortening are unchanged.

Fresh Meats Are Higher

Toronto.

FRESH MEATS.—The market for fresh meats is firm with advances registered on most lines. Pork cuts are up around one cent per pound. Beef cuts are two to three cents per pound higher. Spring lamb is in scant supply at $12.00 to $16.00 each. Whole sheep is quoted at 18 to 23 cents per pound.

FRESH MEATS

Hogs		
Dressed, 70-100 lbs., per cwt.	25 00	27 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork		
Legs of pork, up to 18 lbs.		0 37½
Loins of pork, lb.		0 42½
Fresh hams, lb.		0 40
Tenderloins, lb.		0 60
Spare ribs, lb.		0 23
Picnics, lb.		0 26
New York shoulders, lb.		0 29½
Boston butts, lb.		0 36
Montreal shoulders, lb.		0 30
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 27	0 30
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 24	0 26

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 25	0 28
Spring lamb, each	12 00	16 00
Yearling lamb, lb.	0 30	0 33
Sheep, whole, lb.	0 18	0 23

Above prices subject to daily fluctuations of the market.

Hams Are Scarce and Higher

Toronto.

PROVISIONS.—There is a scarcity of hams noted and quotations are one cent per pound higher. Bacon is firm and prices are unchanged. Salt meats are down about ½ cent per pound. Barrel pork has shown considerable advances on some lines. Pickled rolls, both heavy and light, are quoted $6.00 per barrel higher.

Hams		
Medium	0 41	0 43
Large, per lb.	0 34	0 35
Heavy	0 30	0 31
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 28
Do., av. 80-90 lbs.		0 27
Clear bellies, 15-30 lbs.		0 30½
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 10 to 12 lbs.		0 27

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.		49 00
Short cut backs, bbl. 200 lbs.		56 00
Pickled rolls, bbl., 200 lbs:—		
Heavy		54 50
Lightweight		60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Are Up

Toronto.

COOKED MEATS.—Cooked hams continue to be in active demand and quotations are one cent. higher, prices now ranging from 57 to 60 cents per pound. Jellied ox tongue is also in good demand and quoted at 63 cents per pound.

Boiled hams, lb.	0 57	0 60
Hams, roast, without dressing, lb.	0 57	0 60
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.		0 14
Choice jellied ox tongue, lb.		0 63
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Cheese Firm to Higher

Toronto.

CHEESE.—The cheese market is quite firm and active, due entirely to the exporting which has been resumed. New cheese is quoted 2 cents per pound higher. Prices are 32 to 33 cents per pound.

CHEESE—		
Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Eggs Have Weakened

Toronto.

EGGS.—The egg market has shown considerable weakness, due probably to the low prices prevailing in the United States, as these eggs have been brought in at lower prices than quoted here, which has had a tendency to cause an easier feeling in the market. In the meantime prices have not changed but lower prices are expected before the end of the week.

EGGS—		
Fresh		0 55
Fresh selects in cartons		0 58

Prices shown are subject to daily fluctuations of the market.

Butter Has Declined

Toronto.

BUTTER.—The butter market is considerably weaker and declines are noted. Quotations are three cents per pound lower and it is felt in some quarters that the market is due for a further drop. Fresh creamery is quoted at 64 to 65 cents per pound.

BUTTER—		
Creamery prints	0 64	0 65
Dairy prints, fresh, lb.	0 56	0 57
Dairy prints, No. 1, lb.	0 53	0 54

No Change in Margarine

Toronto.

MARGARINE.—The demand for margarine is steady and quotations are unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37½
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

Shortening Market Steady

Toronto.

SHORTENING.—There is an active demand for shortening. The market remains steady and prices are unchanged.

SHORTENING		
1-lb. prints	0 29½	0 30

Lard Market is Quiet

Toronto.

LARD.—The lard market is quiet and prices are steady at 27 to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27	0 28

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Demand for Fish is Quiet

Toronto.

FISH.—The fish business is rather on

the quiet side. Chicken halibut is quoted at 18 to 19 cents per pound and fresh white fish at 23 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	..
Do., heads on, lb.	..	0 09
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	....	0 23
Fresh Herring	....	..
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Halibut, chicken	....	0 15
Do., Qualla	0 10	0 11
Do., medium	0 20	0 21
Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 13
Herring	....	0 09½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 18
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Poultry Prices Unchanged

Toronto.

POULTRY.—The poultry market is rather quiet and prices are maintained. Not much live poultry is coming in and the trade is mostly depending on the frozen variety.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 32 0 40
Chickens, spring	....
Ducklings	0 35 0 40
Geese	0 25 0 30
Turkeys	0 45 0 55

WINNIPEG MARKETS

WINNIPEG, May 14—There is practically no change in the market this week. Hogs, for selected grades, increased about 75c per cwt., while lights decrease in proportion. Eggs are arriving very freely and some splendid quality eggs are being offered to the trade. Creamery butter still remains firm, while a certain quantity of dairy is being offered and being picked up quickly. Cheese advanced 3 cents per pound this week, but holders are still selling at the same old prices. The fish market remains unchanged.

Select Hogs Advance

Winnipeg.

FRESH MEAT.—Hogs increased in price this week, advancing about 75 cents on selects, while lights declined is proportion.

HOGS—		
Selected, cwt.	20 00	20 75
Heavy, cwt.	18 00	18 75
Light, cwt.	17 50	19 00

Cheese is Higher

Winnipeg.

CHEESE.—The cheese market advanced three cents a pound this week, but holders are selling last year's stock at the old price.

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Dairy Butter Scarce

Winnipeg.

BUTTER.—Dairy butter is very scarce, but a certain quantity is available, and is picked up very freely by the trade. Creamery remains firm.

Dairy butter, best table goods	0 55
Creamery	0 72
Margarine	0 38

Eggs Arriving Freely

Winnipeg.

EGGS.—Large quantities of fine quality eggs are arriving daily, and are being offered to the trade at 48 cents a dozen.

Fish Market Active

Winnipeg.

FISH.—The fish market remains active, and prices remain practically the same.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	....
Do., Western, 20-lb. boxes, box	....	....
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	....
Do., Western, 20-lb. boxes, box	....	....
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	....
Do., Mixed, 9-lb. pails, per pail	....	....
Labrador Herring, 100-lbs. bbls.,		

Selling Standard Remedies Along With Groceries

Several Grocers in Hamilton, Ont., find a Good Demand for These Medicines, Particulary in the Winter and Spring Months—Display Them Prominently.

W. C. COOPER'S grocery store, situated on Upper James Street, Hamilton, does a very profitable business in standard remedies, and is soon to install a silent salesman in which he is going to display these various lines of medicines. Situated in a district where there are no immediate drug stores, he has a very good field. The fact, too, that he has the post-office for this district has also helped him a good deal. Keeping these lines prominently displayed, people coming to buy stamps are very often attracted to these goods. Mr. Cooper carries talcum powder, liniment and cough syrups, and other reputable standard remedies. Of course, in the summer season business in these lines is a little slow, but in spring and also in the fall and winter months, Mr. Cooper does a business that makes it well worth while.

M. Applebee, until recently at 297 Wentworth Street South, Hamilton, also does a very fair business in standard remedies. Mrs. Applebee keeps them prominently displayed in a glass case on the wall, that readily meets the eye of the customer, as he or she stands at the counter. "When people find that you carry these goods, when they want them, they know where they can be got," Mrs. Applebee remarked, and she added: "good results always follow an attractive display of any goods." She carries liniment, cough syrups, talcum powder, health and epsom salts, and other well-known articles in medicinal lines.

Frank Blowey, 548 Upper James Street, Hamilton, has also made a success in the way of handling standard remedies. Mr. Blowey also sells thread, needles, ink and writing paper. He has a case sitting on his counter, and here are displayed these articles. The remedies are good sellers, Mr. Blowey told CANADIAN GROCER, especially in the winter and spring. There was not much doing in them in the summer months, he said. A standard cough syrup sold well, and since he added these lines to his regular grocery store he had found that they had paid well.

N. Arnold, 435 York street, Hamilton, always has cough syrup, liniment and eclectric oil in stock, he told CANADIAN GROCER. He had found that they had sold well, and he had a very fair inquiry for them. He always kept a bot-

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

When Quality is Called For— DAVIES is Chosen

During the time of high prices the Canadian housewife is constantly demanding "Quality" whenever she does any shopping.

That is why she chooses "Davies" Quality Products out of the many brands put before her.

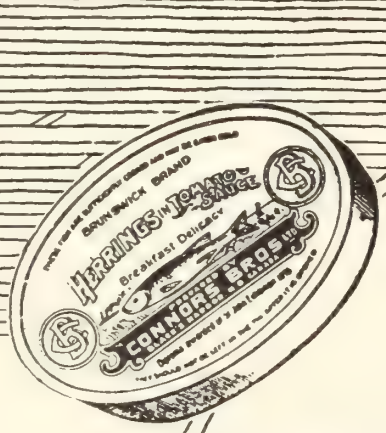
"Davies" Quality lines are well worth your while to feature—you will find them sure trade winners, as they give the utmost satisfaction.

Try some "Peerless" Brand Bacon. It has that sweet, mild cure that pleases.

"Davies" Cooked Hams, Bologna, Headcheese, Sausages, Pork Pies, Canned Meats, are what will help you build up a big volume of business.

Write us to-day, and, if we have a salesman in your vicinity, we will instruct him to call.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL



"'Brunswick Brand' Again, Please"

will be the invariable request from your customers once you have introduced these peerless sea food products.

The Brunswick Brand trade mark is your guarantee of purity and prefection, Mr. Grocer, and your assurance of a continued profitable chain of repeat orders.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Sons, Winnipeg, Man.

More business, more profits, quicker sales!

"Easifirst" brings many repeat orders. The economy and purity of this famous shortening make it a first favorite with Canadian housewives.

Why not increase your sales? Be prepared to supply "EASIFIRST"

Phone Junc. 3400

Gunns Limited
West Toronto

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) $5.00

H.P. SAUCE

Stands Alone

Strikingly advertised. H.P. is known throughout the world as the most appetising sauce—a blend of oriental fruits and spices and Pure Malt Vinegar.

Wherever sold, it attracts a ready custom and gives impetus to trade.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

Breakers Ahead?

It is hard for a manufacturer to tell the Grocer his troubles and not create a false impression, but we believe that the Grocer should know the difficulties we are experiencing which may result in a decreased output.

There are two causes for our present difficulty in procuring raw materials. First, the recent strike in the United States has paralyzed shipping and chemicals en route to this factory, which can only be procured from that country, are sidetracked in the congestion of some American freight yard. Second, a real shortage in these lines does and will exist for some time to come.

While we hope that there will not be a shortage of baking powder, we feel that every Grocer will be well advised to place his order early.

We appreciate the great demand for credit everyone is making and realize that wholesalers are urging the Grocers to reduce their stocks. Baking Powder, however, is not a luxury but a sure, steady-selling staple, a real necessity in every household.

While we do not advise the Grocers to place large orders for EGG-O Baking Powder, we do advise them to carry a sufficiently heavy stock to supply their trade during the next few months.

EGG-O is kept in stock by all jobbers.

The EGG-O Baking Powder Co., Ltd.
Hamilton Canada

RICE
RICE FLOUR
RICE MIDDLINGS

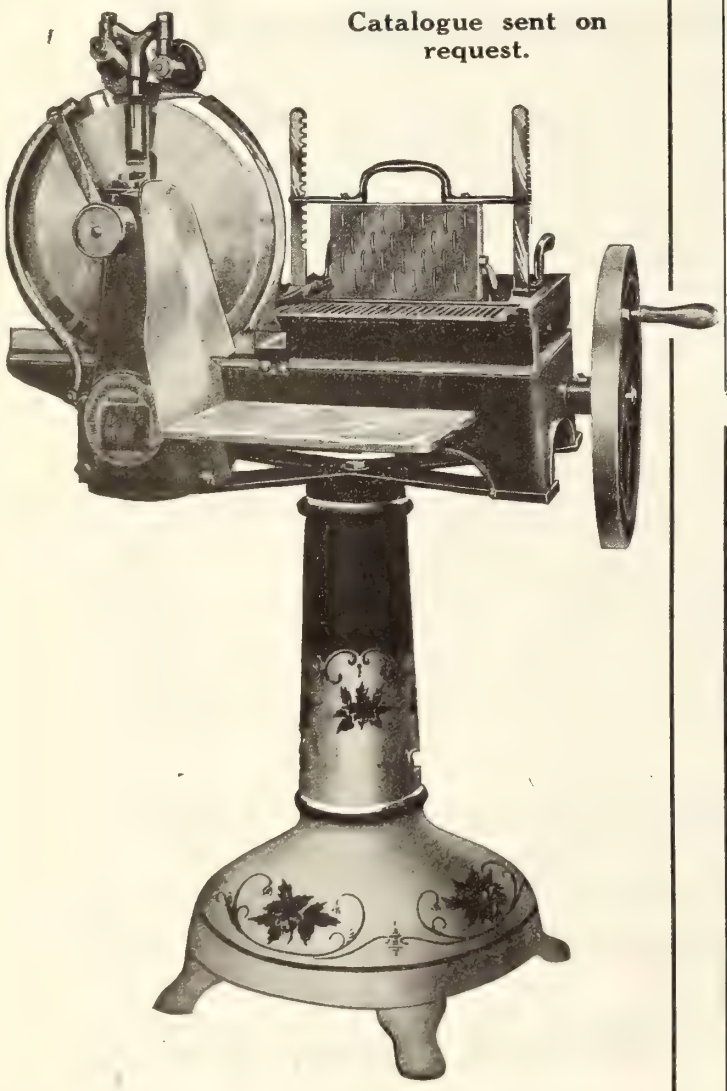
Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Quick Service Counts

The Brantford Slicer, illustrated here, is so constructed as to turn out rapidly a desired thickness of meat; quickly and satisfactorily serving. Your customers will appreciate this efficiency and the sale of this machine is bound to be large.

Catalogue sent on request.



The Brantford Computing Scale Co.
LIMITED
Brantford, Canada

Offices and showrooms in the larger centres

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

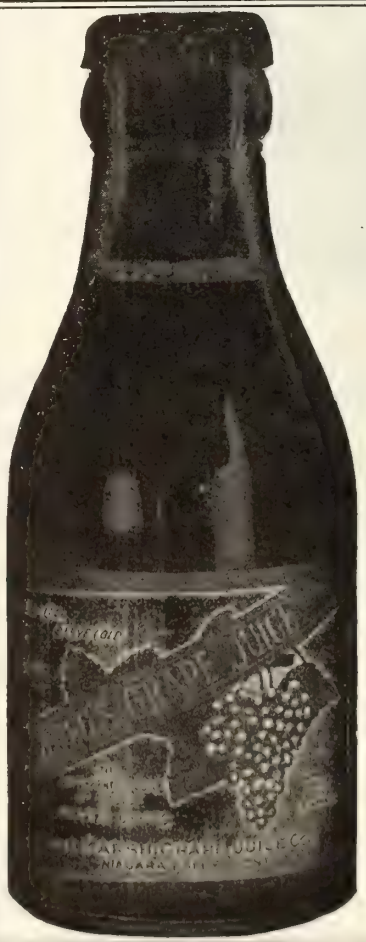
OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.



The Label

on a product and the appearance of the packages are big factors in keeping merchandise moving off your shelves.

Marsh's Grape Juice

is not only made from the pick of the Grapevines carefully and scientifically processed, but the general appearance of the bottle and label are such as to greatly assist in catching the eye of your customers.

Quality, appearance and a fair retail price — a combination that makes for larger and quicker sales.

THE MARSH GRAPE JUICE COMPANY
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company Limited
Toronto and Montreal

All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

PLUG SMOKING
BRIER
INDEX
BRITISH CONSOLS

PLUG CHEWING
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD REGD.

INCORPORATED

MONTREAL

Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Ave. TORONTO

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

LICENSE TO SELL ICE CREAM.

Will you please inform me if a retail grocery store manufacturing his own ice cream and retailing it over the counter will have to get a license this year or not?—Ray G. Schiedel, Breslau, Ont.

Answer.—No license necessary.

CABINET FOR DAYTON CHEESE CUTTER

Where can I buy a cabinet to keep a Dayton cheese cutter in?—E. H. Burtt, Woodstock, New Brunswick.

Answer.—These can be purchased from the International Business Machines Co., Ltd., Toronto, Ont. Branches in all principal cities.

HARDWARE JOURNAL

Do you publish "Hardware Review?" If so please send me sample copy.—James Sewell, Woodrow, Sask.

Answer.—A hardware publication called "Hardware and Metal" is published by the MacLean Publishing Co., Ltd., Toronto, Ont. Sample copy has been mailed to you.

TOOTH PICKS

Could you let us know from whom we could buy ordinary wooden toothpicks?—H. E. R. Kaiser, Vermilion, Alta.

Answer.—Walter Woods & Co., Hamilton, Ont.; W. H. Maxwell, Boston, Mass.; Keenan Woodenware, Owen Sound, Ont.

RUBBER STAMPS

Please let me know where I can buy a rubber stamp for marking goods as mentioned by Paul Findlay (Henry Johnson, Jr.) in his article May 7th, Canadian Grocer. Leonard M. Bates, Box 52, Heaslip, Ont.

Answer.—The Ideal Stencil Machine, O.; H. Pierce, 88 Bay St., Toronto; W. E. Irons & Co., 30 Temperance St., Toronto, Ont.; C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg. Co., 93 Church St., Toronto, Ont; Toronto Stamp and Stencil Works, 137 Church St., Toronto, Ont.; Wilson Stationery and Printing Co., 118 King St. W., Toronto, Ont.; B. G. Volger Mfg. Co., Inc., Passaic, N.J., U.S.A.; Fulton Specialty Co., Elizabeth, N.J., U.S.A.

A few weeks ago an enquiry came from a merchant in New Brunswick for the agent of Crosse & Blackwell Mfg. Co., Ltd., London, Eng. Stewart Menzies & Co.'s name was given in this connection. It should have been stated that H. F. Baker, 131 State St., Boston, Mass., is the representative for the Maritime Provinces and Newfoundland and that Stewart Menzies & Co. are the agents for Canada other than the Maritime Provinces and Newfoundland.

CUTS, CIRCULARS AND BOOKLETS

Will you please tell me where I can get cuts made, also circulars and booklets printed at reasonable rates?—J. Bonner, Esq., Antigonish, N.S.

Answer.—For cuts we would refer you to: Benallack Lithographing & Printing Co., Montreal, Que.; Consolidated Lithographing & Mfg. Co., Montreal, Que.; Patice Publishing Co., Montreal, Que.; Brigden's Ltd., Toronto; Reliance Engraving Co., Toronto, Ont.; British & Colonial Press, Toronto, Ont.

For circulars, letters, booklets, etc.: Autographic Register Co., Montreal; Imperial Publishing Co., Ltd., Halifax, N.S.; McAlpine Publishing Co., Halifax, N.S.; Grand & Toy, Toronto, Ont.; Rolph & Clark, Toronto, Ont.

For Collection Letters: Nagle Mercantile Agency, Laprairie, Que.

BAGS AND SACKS

We are in receipt of an enquiry from National Fish Co., Halifax, N.S., for Canadian manufacturers of bags or sacks similar to those used by fertilizer houses. Can you answer this?—C. H. A. Wannenwetsch & Co., 563 William St., Buffalo, N.Y.

Answer.—Canada Bag Co., Ltd., Montreal, Que.; Thomas Sonne, Montreal, Que.; Hugh Carson Ltd., Ottawa, Ont.; John Leckie, Ltd., Toronto, Ont.; J. J. Turner & Sons, Peterboro, Ont.; Woods Ltd., Hull, Que.; Bromley & Hague, Ltd., Winnipeg; Edmonton Tent and Mattress Co., Ltd., Edmonton, Alta.; Merchants' Awning Co., Ltd., Montreal, Que.; Beeton, Turn & Co., Victoria, B.C.

SYRUP PAILS

Can you advise us where we can obtain syrup pails?—The Dominion Molasses Co., Ltd., Halifax, N.S.

Answer.—We would refer you to Keenan Woodenware Mfg. Co., Ltd., Owen Sound, Ont.; Whittall Can Co., Montreal, and American Can Co., Hamilton, Ont.

WHOLESALE DRUGGISTS

Kindly give us names of any houses that supply the wholesale grocers with full lines of wholesale drugs, patent medicines, etc.—Charles Reckin & Sons, Cobalt, Ont.

Answer. — Lyman Bros., Ltd., Toronto, Ont.; Lymans Ltd., Montreal; National Drug & Chemical Co. of Canada, Montreal and Toronto, Ont.; Parke, Davis & Co., Walkerville, Ont.; Henry K. Wampole & Co., Perth, Ont.

DEALERS IN HAY IN U.S.A.

You would greatly oblige by putting me in touch with firms in the United States dealing in hay.—Victor Philip, Sarsfield, Ont.

Answer.—For dealers in hay in the United States we would refer you to H. G. Morgan Co., Pittsburgh, Pa.; Bridge & Leonard, Chicago, Ill.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

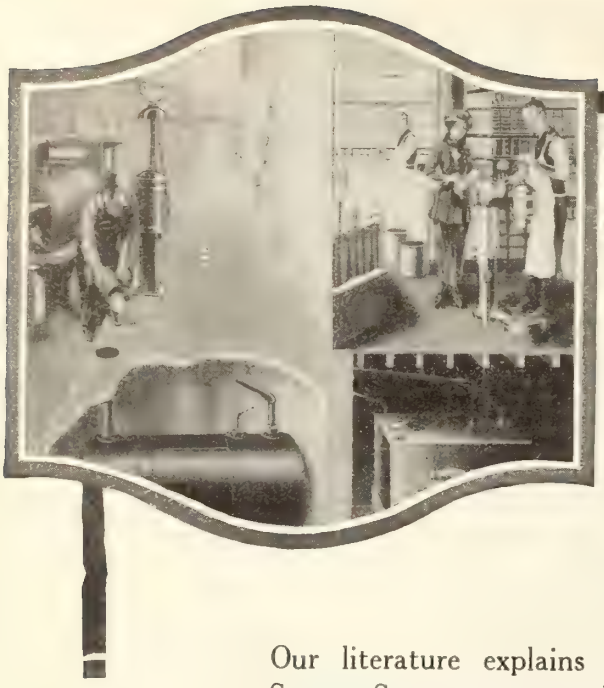
Please give me information on the following:—Name.....

Address .....

.....

.....

.....



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

BY INVITATION MEMBER OF

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centers

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

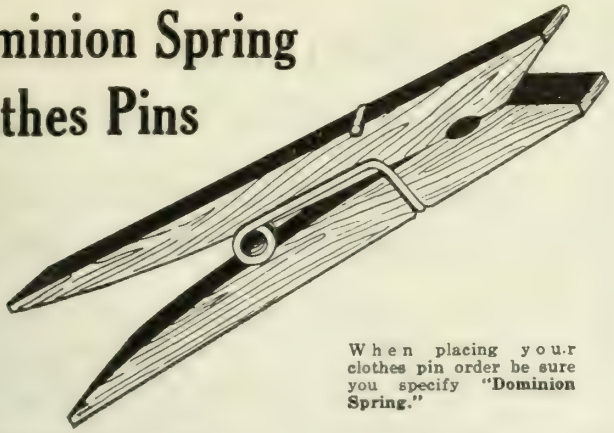
CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

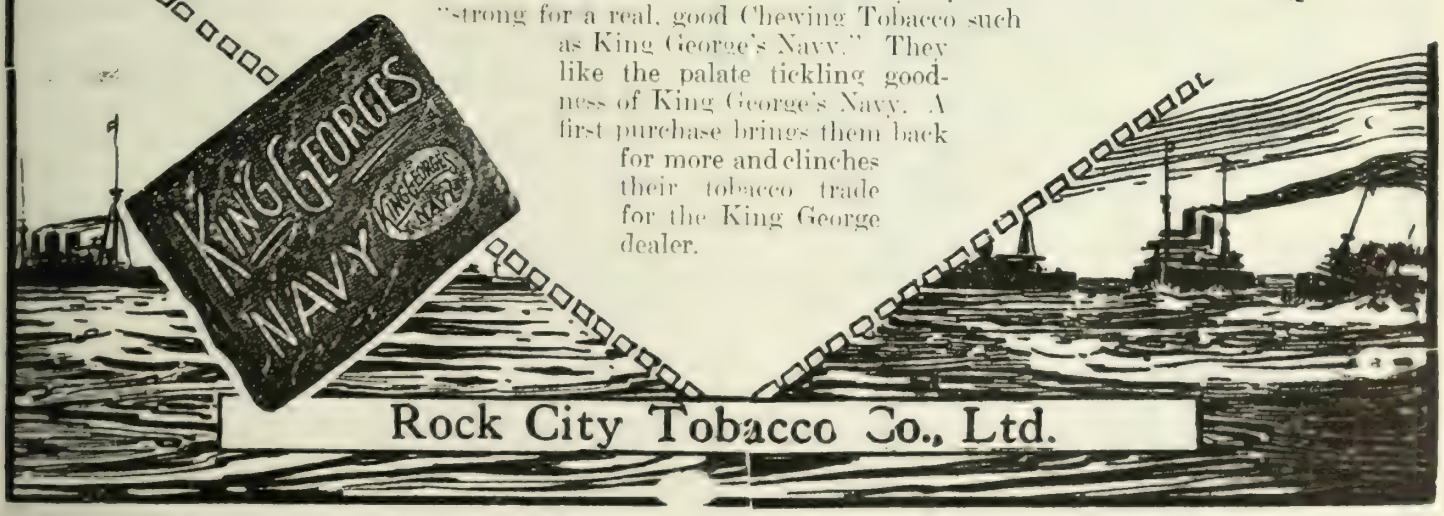
The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.



Rock City Tobacco Co., Ltd.

THE PUBLIC LIKES QUAKER

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND

We need the Grocers' friendly co-operation

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.
Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. Montreal

SHORT OF HELP TOO BAD!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—3 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

Rates—3c per word first insertion, and 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms Net 30 days.

Eagle Brand, each 48 cans	$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$5 30
98-lb. jute bags, per bag	7 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	7 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.S.F., 1 lb.	.....
F.D., ¼-lb.	.....
	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb., Canada Laundry	$0 11¼
100-lb. kegs, No. 1 white	0 11¾
200-lb. bbls., No. 1 white	0 11¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 13¼
40 lbs., Benson's Enamel, (cold water), per case	3 50
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 13
40 lbs. Canada Pure or Challenge Corn	0 11¾
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

Raisins

The market for raisins which has been a little dormant and a trifle easier for a few weeks back is taking on new life.

The American market which is now the barometer of the raisin world has advanced two to three cents lately, which has imparted considerable strength here.

After canvassing the whole situation, people who are well posted look for an absolute clean up of stocks before the new crops come along.

For this reason it would be well for you to take on what supplies you need for the balance of the season NOW while the fruit is available. We offer

Griffin Fancy Seeded	15 oz.	.26
Sunmaid Fancy Seeded	15 oz.	.25½
Griffin Staple Seeded	15 oz.	.24½
Sunmaid Choice Bulk Seeded	25s	.24
Thompson Seedless	25s	.25½
Griffin Seedless	15 oz.	.26½
Griffin Seedless	11 oz.	.22
California Sultanas	25s	.23
California Valencias	25s	.24½
Soda Bleached Thompson	25s	.25½
Fine Cleaned Smyrna Sultanas		.23½
Choice Cleaned Smyrna Sultanas		.24½

Send Us An Order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Introduce It—The Sale is Made

Mapleine

Tell the housewife Mapleine gives mapley taste to desserts and syrup, and she accepts it gladly. The sale is made.
Magazines tell *your* customers of treats Mapleine holds in store for them. Each ad. refers them to *you.*
Good profit—small investment.
Turn the advertising and taste for maple into profit.
Order of your jobber, or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-577

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3.00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1.50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

VICTORIA DAY
24th MAY

SPECIAL ARRIVALS
FRUITS & VEGETABLES
for the
HOLIDAY TRADE

Strawberries, Pineapples, Cucumbers, Texas and Egyptian Onions, Cabbage, Asparagus, Oranges, Lemons and Bananas

Stripes Brand Grape Fruit

White and Co., Limited
Wholesale Fruits and Vegetables
'PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES
California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT
Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR
(Guaranteed Pure)
We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

Butter
Tubs
and
Boxes

Parchment Butter Wraps

WALTER WOODS & CO.
Hamilton and Winnipeg

Owing to the high freights prevailing

CONTINUE TO IMPORT
supplies of

SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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BUYERS' MARKET GUIDE
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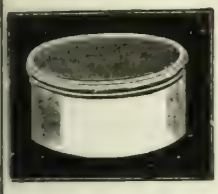


STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

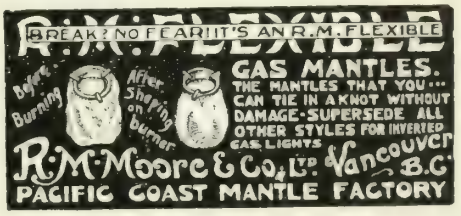
MACARONI LIKELY TO BE HIGHER

There are indications that macaroni will be advanced in the near future. This is due to the advance on wheat which is practically the only ingredient in macaroni. CANADIAN GROCER has also learned that many manufacturers have withdrawn prices until a more equal price basis is arranged.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.
Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustment
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During the last 10 years have made $150,000. Now wish to move into Winnipeg. Our stock will run $70,000. This is fully $25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover, $135,000 per annum. Will expect $25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 122, Canadian Grocer, 143 University Ave., Toronto, Ontario.

FOR SALE—CHEAP, ONE McCASKEY ACcount Register, 400 accounts; in good condition. Clement's Drug Store, Brandon, Man.

MAPLE SYRUP

CROP OF APPROXIMATELY FIVE HUNDRED Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BERKEL AUTOMATIC BACON Slicer, Six Station Lamson Cash Carrier System, Enterprise Coffee Mill. Beer & Goff, 123 Queen St., Charlottetown, P. E. Island.

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over $80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED—I AM TOURING THE MARITIME Provinces, and will visit every town, large and small, with an automobile, and would like two or three good side lines on commission. Write S. W. Dimock, Campbellton, N.B.

LINE WANTED — TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED — SALESLADY, ALSO CASHIER for Summer Resort, near Toronto. Must understand the grocery business. Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—EXPERIENCED CLERK FOR GENeral store (Essex County) who can speak some French. First-class references required. State salary, experience and religion. Box 138, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — AN ACCOUNT REGISTER TO hold 250 accounts or more. New or in good condition. Apply Erwin Case, Beaconsfield, Ont.

MR. RETAILER—HOW IS YOUR BUSINESS? Does it need a Doctor? Let me help put it on a paying basis. I am an expert Merchandising Specialist. A graduate of America's best University and Business Science Schools, have thorough knowledge of Canadian trade conditions and understand every phase of the General, Departmental, and Chain Stores, having made a thorough study of the best institutions in Canada and the States. Satisfaction guaranteed. $25 per consultation, special terms for checking and time service. Address Box 142, Canadian Grocer, 143 University Ave., Toronto, Ont.

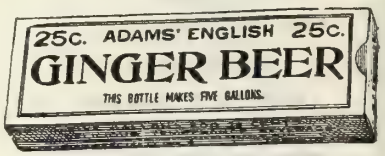
COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

FOR HOME MADE

SUMMER DRINKS

AND



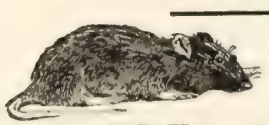
25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes, $2.10 per dozen, $24.00 per gross.
15c sizes, $1.20 per dozen, $14.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LIMIT D

MacNab St. & Market Sq., Hamilton, Ont.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?



RID-OF-RATS

Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us

Price, small box—15 cents. $1.00 per lb. in bulk.

BERG & BEARD MFG. CO., Inc.

100 Emerson Place, Brooklyn, N.Y.

Personality

Every store reflects the personality of the owner. And store personality is a vital factor in drawing and holding trade. Has your store a pleasing personality?

The first requisite of a pleasing personality is cleanliness. Clean show cases, clean windows, clean shelves, clean floors and clean goods — make an appeal to customers. Banish dust from your store and it will be easily kept clean.

IMPERIAL

FLOOR DRESSING

(Standard)

is specially made for dust prevention and at the same time preserves and polishes wood work, linoleum and oil cloth.

Dust cannot rise from floors treated with Imperial Standard Floor Dressing. One gallon is sufficient to treat upwards of 700 square feet of floor surface—one application will keep the floors bright and clean for months.

Imperial Standard Floor Dressing is sold in gallon and four-gallon lithographed sealed cans; half-barrels and barrels. Stock up and make your own store such a shiny example that you can get the business of neighboring stores, public and private buildings.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

GOOD MORNING!
COWAN'S COCOA
MAKES CHILDREN ROBUST

CANADIAN GROCER

Member of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

ol. XXXIV. PUBLICATION OFFICE : TORONTO, MAY 21, 1920 No. 21

SQUIRREL BRAND
PEANUT BUTTER
PETER, PETER, PUMPKIN EATER
PETER, Peter, Pumpkin Eater,
Had a wife and couldn't keep her.
Till he found that "Squirrel" Brand
Settled the question out of hand
"Squirrel" Brand Peanut Butter
After all, "Squirrel" Brand Peanut Butter is the Best
KEEPS FRESH — TASTES BETTER — IN ITS OWN SANITARY AIR-TIGHT TIN
THE OLD WOMAN WHO LIVED IN A SHOE
"Squirrel" Brand Peanut Butter
LITTLE JACK HORNER
"Squirrel" Brand Peanut Butter

Announcing a Canada-wide Advertising Campaign to Our Biggest Consumers

To the rising generation, as well as those who have "arrived," who are but boys and girls at heart, this campaign will strike a pleasant and profitable note. May issues of the big dailies throughout the Middle West contain the nursery rhyme copy shown here.

"Squirrel" Brand Peanut Butter

That this favorite product will move quickly from your shelves admits of no doubt. How is your stock? Better order again to be sure.

Canada Nut Company, Limited

Vancouver, B.C.

"Your" Goods

"A retail merchant who would specialize in advertised articles — who would show them, push them, do everything possible to identify himself with them—would, in any trade, grow rich."

Such is the statement of a man who has himself prospered by that very method of merchandising. Many other merchants have proved it to be correct.

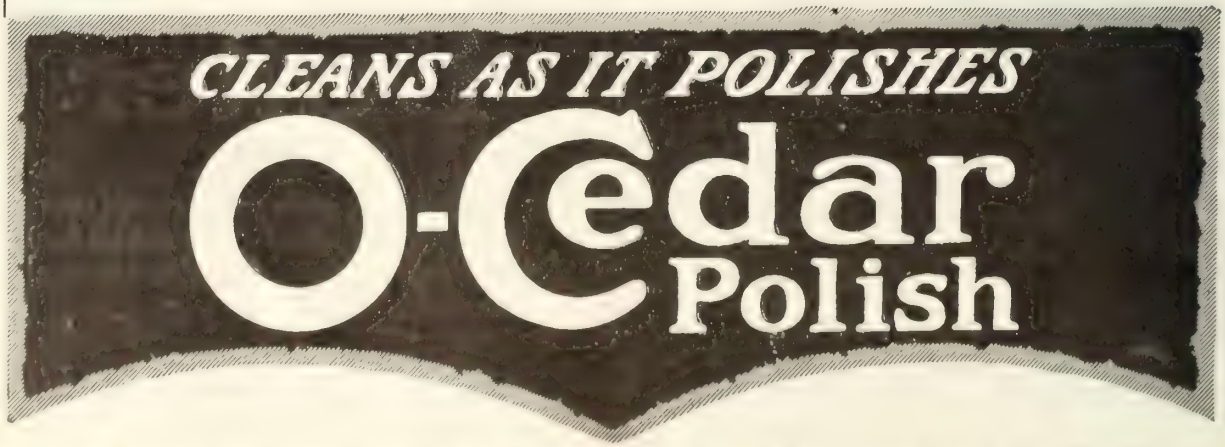
Where once there was a tendency to side-track advertised products because of a feeling on the merchant's part that such goods were not their goods, we find to-day a widespread appreciation of the ease with which a dealer can "turn over" lines widely advertised by their manufacturers.

Where once advertised goods were kept in the background—and stocked grudgingly because of a mistaken idea that such articles should take second place to those not so well known, we find to-day a pretty general realization that the advertised line is the profitable line — for the dealer.

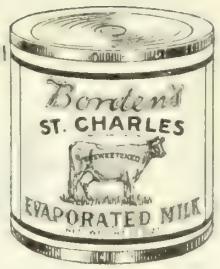
Merchandising methods have swung into line with the progressive spirit of the age. Dealers have come to understand that every line they have requests for are "his" goods. If he receives outside support in finding a market for them—if the maker is progressive enough to advertise his article's merits—that advertising support is of benefit to the dealer. He should encourage it, by making all the sales he can, of such products.

O-Cedar Polish and O-Cedar Polish Mops are outstanding examples of advertised goods. They sell readily in any store that stocks them. But the "turnover" of these two products in your store may be increased by displaying them in your windows and prominently about the shop —and by "linking-up" your advertising with ours. **Local** advertising will direct the demand created by our **national** advertising, to **your** store. Hundreds of merchants have proved this—those who most freely display and advertise O-Cedar are the ones who are doing the lion's share of the O-Cedar business in their respective communities.

Channell Chemical Co., Limited, Toronto



CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.



Warm Weather— and Sugar Shortage Speeds *Borden* Sales

Borden Milk Products offer grocers a sure and steady source of revenue year in and year out, but Summer, with its sour milk problems, always adds an impetus to Borden sales.

Their great convenience and deliciousness have made them invaluable to picnickers, summer cottagers, campers, etc., and for general household use they supply a complete and satisfying answer to Summer milk needs.

Keep your stock well displayed.

The Borden Co., Limited
Montreal

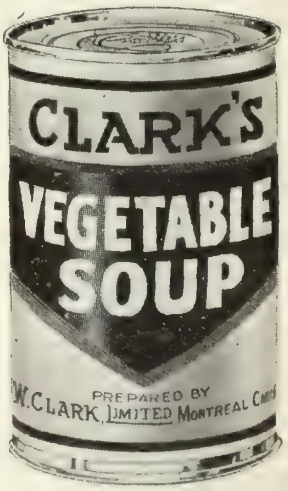
Hot Weather Is Coming

Your customers don't want to spend their time over hot kitchen stoves when it does come.

CLARK'S PREPARED FOODS

Do Away With the Necessity for This

SOUPS and ready dishes that require but five minutes heating.
MEATS for slicing cold.
SANDWICH preparations.
KETCHUP, Syrup, Molasses, etc.
and what more delicious than
CLARK'S PORK AND BEANS



Stock Now and Be Ready

W. CLARK, LIMITED, MONTREAL

TO THE CANADIAN COFFEE INTERESTS

We aim to fully give you 100% efficiency and service

We are now preparing to obtain a large volume of the Canadian business in 1920 and the moral of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—IN ALL INSTANCES—to be as nearly as possible equal to your regular Santos types.

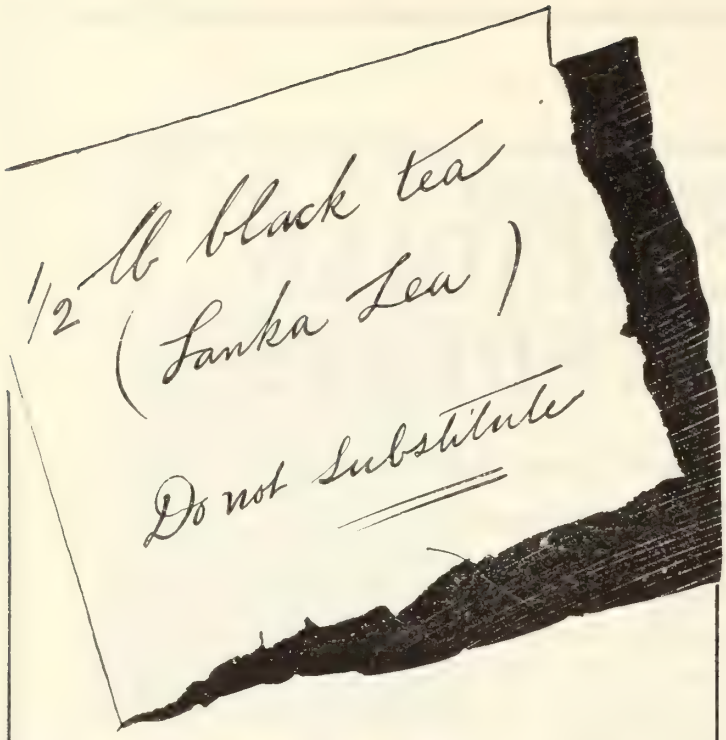
J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
J. T. PRICE & CO., Hamilton, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.



Do Not Substitute

Above is the reproduction of a customer's memorandum, picked up in the store of a prominent Canadian merchant. It is self-explanatory, telling its own story—a story which flashes a message to every progressive dealer.

This little scrap of paper carries a most significant line. *Do Not Substitute* proves dramatically what users think of this rare new tea. It proves that one trial establishes it as the tea your customers want and will have—that Lanka is a perpetual repeater.

LANKA TEA

Lanka Tea is making friends for every dealer who carries the line. It is the superfine, popular priced product that everyone appreciates.

Do Not Substitute—it is never good business. Instead have your stock of Lanka adequate and ready for every and all emergencies.

Imported and packed by

Wm. Braid & Co., Vancouver, Canada

DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Peak Frean & Co., Limited

Biscuit Manufacturers

LONDON -:- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and Prices of This and Other Popular Lines.

Montreal District—F. L. Benedict Co.
Read Building, Montreal

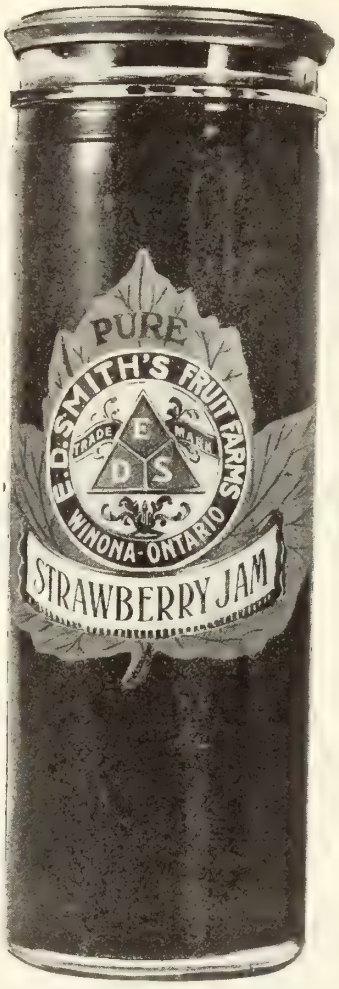
Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World

PAT-A-CAKE



If E.D.S. Jams could be made purer we'd do it —

They consist of only the finest hand-picked, nature-ripened, fruit and pure cane sugar carefully blended to give a palate-pleasing flavor all their own. Recommend them to those particular and exacting customers of yours — their high standard quality will always please.

E. D. Smith & Son

LIMITED

WINONA ONTARIO

Agents:

Newton A. Hill, Toronto; Watson & Truesdale, Winnipeg.
W. H. Dunn, Ltd., Montreal; Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

Garton's
CUSTARD
The New Custard from England
Pure—Wholesome—Nutritious
Enjoyed alike by old and young; its rich creamy flavour makes fruit puddings, etc., so tasty.
From all Stores, in Tins and Packets
GARTONS
CUSTARD

THESE are two of the **Garton Custard advertisements** that are daily helping you to sell more Garton's Custard.

Now is the logical time to feature **Garton's**—now when fruits are scarce and high priced and when the family supply of preserves has become depleted.

The Garton consumer campaign is now in full swing, telling thousands of Canadians about Garton's superb custard, and the most profitable way you can link your store up with this energetic "goodwill" campaign is by keeping your supply of **Garton's Custard** well displayed in the window and on the counter.

Distributors for Canada

W. G. Patrick & Co., Limited

HALIFAX MONTREAL TORONTO WINNIPEG

8 Delicious Varieties

Dealers and Wholesalers--
Write for prices and full information on Elkhorn Cheese in tins.

Get Your Share of Business

Cash in on our international advertising on Elkhorn Cheese in tins. Get the tins out from behind the counter — display them in your windows, on your shelves and counters. Every tin is guaranteed to keep without ice. Sales are increasing by leaps and bounds. Get your share of the increase.

ELKHORN CHEESE IN TINS — 8 VARIETIES

is a sterilized cheese which is sealed in an air-tight, sanitary container. All this is done by machinery so that no hands touch the cheese until the tin is opened and the parchment paper removed.

Sales Representatives:

Wm. H. Dunn, Ltd., - 180 St. Paul St., Montreal
Dunn-Hortop, Ltd., Board of Trade Bldg., Toronto
J. A. Tilton, - - - St. John, N.B.
Pyke Bros. - - - Halifax and Sydney
Buchanan & Ahern, - - - Quebec

Manufactured by

J. L. KRAFT & BROS. CO.

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

PURNELL'S

England's Best PURE MALT

VINEGAR, PICKLES & SAUCES

SPECIALITY **B V** FRUIT SAUCE

Have Stood the Test of Time
Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

HOPS

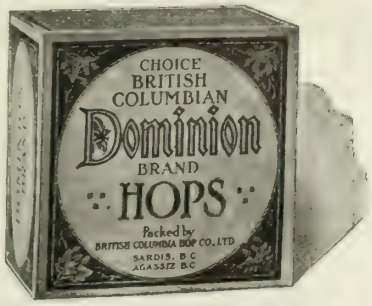
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

Eureka Refrigerators

We maintain at our head office in Owen Sound an experienced body of refrigeration experts whose duty it is to answer *your* questions regarding refrigeration problems.

Why not take advantage of this service?

At the same time write for our illustrated free literature.

Eureka Refrigerator Co., Ltd.

Head Offices and Factories:
Owen Sound, Ontario

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's CUSTARD

sold in tins and cartons of handy shape and size.

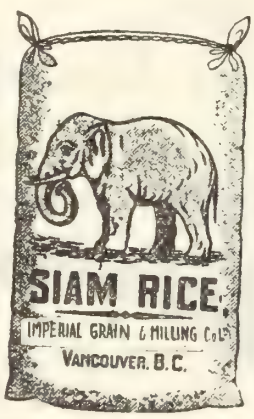
Sole Agents
W. G. Patrick & Co., Ltd.
Toronto, Montreal

A Beautiful Label Proves Nothing—

But "Wallace's" on a label means everything

WALLACE FISHERIES LIMITED
VANCOUVER

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.
Importers and Exporters
VANCOUVER

ALL GRADES AND SIZES OF

CANNED SALMON

Under these brands are packed and inspected with the utmost care to give satisfaction to all.

HALLBEST	HALLGOOD
HALLRIGHT	HALL FLAKY
HALLFANCY	PINK ROSE
HALLCHOICE	TEA ROSE
HALLPINK	

Known throughout the world!

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, BC.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

LET CANADIAN GROCER Sell It For You

EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

THOMPSON, CHARLES & CO.
selling to
GROCERY, CONFECTIONERY
and
DRUGGISTS' TRADE
We are open for a few more lines
SCOTT BLOCK, 272 Main St., WINNIPEG

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

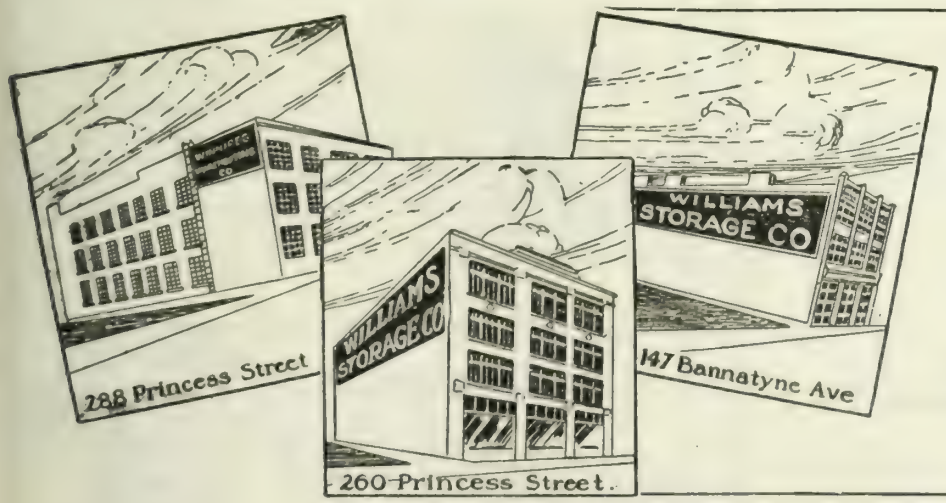
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents:

Scott-Bathgate Company, Limited
Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave., East, Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg Calgary, Alberta

---

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
32 Front St. West,
TORONTO and OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front St. West
TORONTO CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

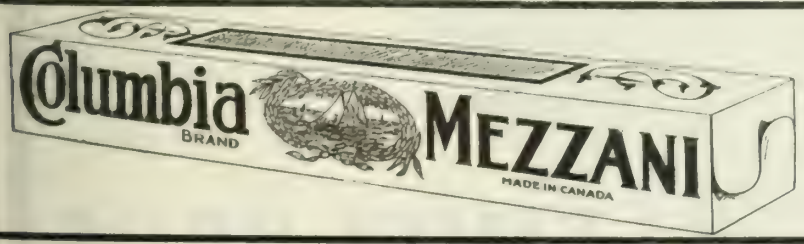
W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's Agent
HEAD OFFICE: REGINA, SASK.
Carlots Oyster Shells, Coarse and Fine Grit, Potatoes, Eggs, Poultry, Rice, Beans, etc., etc.
PRITTY gives you every protection. A LIVE, ENERGETIC WESTERN FIRM.

M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association



MACARONI
The Pure Food that Builds Muscle and Bone at Small Expense
The Meat of the Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

MANUFACTURERS
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

AGENCIES WANTED
Our representative cover the Island of Cape Breton at regular intervals. No consignments accepted. Best references given by letter to interested parties.
INGRAHAM SUPPLY COMPANY, LIMITED
Wholesale Commission Merchants and Manufacturers' Agents
SYDNEY, N.S.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

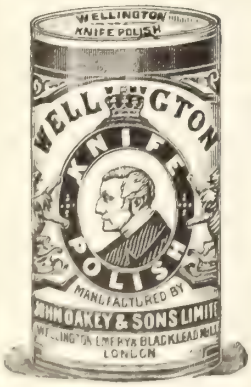
TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs — Pois et Feves — Produits Alimentaires
Importers & Exporters — Peas and Beans — Food Products
ST. NICHOLAS BUILDING, MONTREAL

You Try This
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER



OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

"FISH"
We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.
LEMON BROS.
Owen Sound, Ont.

THE RETAILER'S BEST SELLING LINE

"The Tobacco with a heart"
W.C. MACDONALD
All over Canada they are asking for
"The Tobacco with a heart"
Do you get your share of the profits?
MACDONALD'S
CUT PLUG

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street

BRITISH COLUMBIA—

MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

WHY SELL POTATOES

They are Too Expensive!

Try a shipment of

Graham's Dehydrated Potatoes and Julienne (Soup Vegetables)

Are easily prepared and just as good as the fresh article and much cheaper

ASK YOUR JOBBER OR WRITE FOR PARTICULARS TO

GRAHAMS, LIMITED
BELLEVILLE - - - ONTARIO

Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
¾ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Do You Turn Over Your Money Every Week,

or do your goods lie on your shelves for six months or more?

McCormick's
Jersey Cream Sodas

are rapid sellers, and therefore a profitable line for the merchant.
Rapid selling goods must have the quality.
The public must know that they have the quality.
Therefore our "Sales Policy" is Quality, Publicity, Service.

The McCormick Manufacturing Co., Limited
LONDON, CANADA

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY, PORT ARTHUR, ST. JOHN, N. B.

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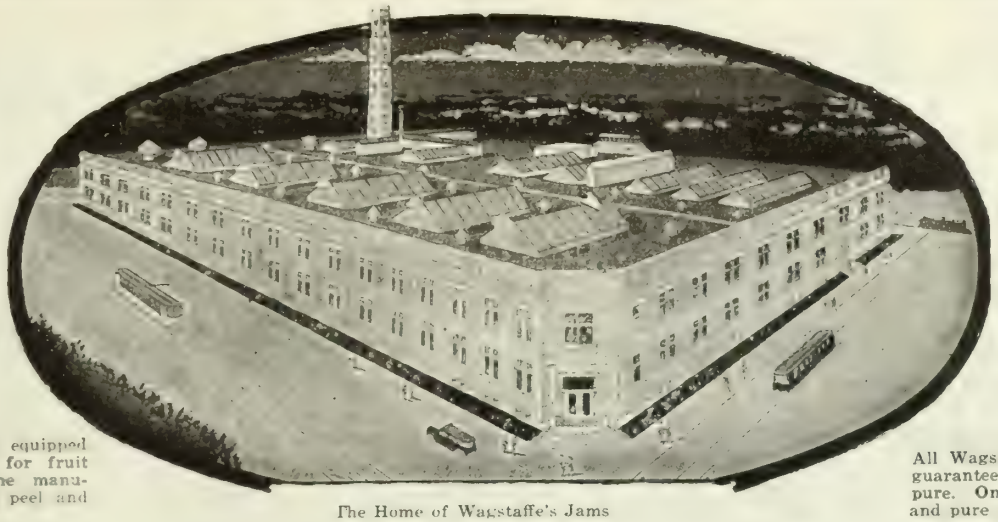


The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best".

WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade
ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them

WAGSTAFFE'S
Real Seville
Orange Marmalade

All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 533 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 886 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wiehe, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Dock St., Truro, N.S.; John Rowter, St. John's, Nfld.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd , Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

Old Tea is Bad Tea

and Bad Tea is a mighty poor thing for your trade. Tea is at its best the day it is fired in the gardens and all the subsequent exposure to the air deteriorates it. We do our utmost to get "SALADA" to the consumer in the *Freshest Possible Condition* by taking it from the sealed chests and enclosing it in our metal-foil packets with a minimum of exposure. We then pass it along to you immediately. We ask for your co-operation to see that it reaches the consumer promptly. The sealed packets keep the tea in better condition than anything else in packet form that we know of. *But if any Retailer has any "SALADA" in stock at any time that is over six months old, will he please ship it back FREIGHT COLLECT and the full purchase price will be refunded to him.*

SALADA TEA COMPANY OF CANADA, LIMITED

TORONTO MONTREAL WINNIPEG

For Good Baking

—your customers will prefer Brodie's XXX Self-Raising Flour. Represents a standard of all 'round baking efficiency and your constant displaying of a stock of this product will mean profit to you through repeat sales.

Order from your wholesaler or jobber.

Brodie & Harvie, Limited
MONTREAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

LIST OF CREAMERY COMPANIES IN ONTARIO

Could you furnish us with a list of creamery companies that are in a position to quote us on carlot quantities of fresh-made creamery butter, firsts, specials and seconds? We refer only to creamery companies operating in Ontario.—John Pritty, Limited, Regina, Sask.

Answer.—The list has been mailed.

FOILAGE AND STREAMER DECORATIONS

Will you please give names of wholesale houses who handle foliage and steamer decorations?—James Marshall, Sedgewick, Alta.

Answer.—Botanical Decorating Co., 208 West Adams St., Chicago, Ill.; Clatworthy & Sons, 161 King St. West, Toronto, Ont.; Eastern Sales Co., 43 Scott St., Toronto, Ont.

GLUTEN FLOUR

Can you inform me where I can procure gluton flour?—J. S. Ireland, Mount Forest, Ont.

Answer.—You ought to be able to procure gluton flour from the following firm: White Swan Spices & Cereals Co., 156 Pearl St., Toronto.

HAND COFFEE MILLS

Please give information on the following: Name of firms handling hand coffee mills for use in small store.—Mr. E. J. P. Barnes, 530 Gray Flower Road, Victoria, B.C.

Answer.—We believe you could purchase these through Mr. E. S. Chambers, 424 Cordova St. West, Vancouver, B.C., agent for Hobart Mfg. Co.

WHOLESALE DRUG FIRM, STOCK CUTS, SUBSCRIPTION PRICE OF "DRUGGISTS' WEEKLY."

Please give information on the following: Address of a wholesale drug and chemical firm; address of a firm that sells stock cuts for advertising, and who issues a catalogue. Send sample copy of the "Druggists' Weekly" with subscription price.—Cyril Marten, 122 Bond street, St. John's, Newfoundland.

Answer.—Wholesale drug and chemical firms: National Drug & Chemical Co., Montreal, Que., and Toronto, Ont.; Lyman Bros., Ltd., Toronto, Ont.; Lymans, Ltd., Montreal. Stock cuts: British & Colonial Press, 67 Adelaide St. W., Toronto, Ont. Subscription price of "Druggists Weekly," $3.00 per year. Sample copy has been mailed you to-day.

EGGS AND MAPLE SUGAR

Please tell me the address of firm who would buy fresh eggs and maple sugar. I have about 50 doz. fresh eggs and 400 lbs. of maple sugar.—Mr. Antoine Allieb, Pettitier Mill, Que.

Answer.—Firms who might purchase maple sugar are: Smalls, Ltd., Montreal, Que.; Maple Tree Producers, Limited, Montreal; Bowes Company, Limited, Toronto. You might try the following firms for the eggs: Gunn, Langlois Co., Montreal; Montreal Abattoir Co., Montreal. And for both, the following: Geo. V. Kneen, Ltd., Montreal; Macklair's, 211 St. James St., Montreal. These two are retailers.

SOFT DRINKS, ESSENCES FOR ICE CREAM, JOB PRINTERS

From whom can we purchase good line of soft drinks, pure fruit essences for ice cream, etc.; also names of job printers for duplicate order books.—T. H. Rogers & Son, Carnarvon, Ont.

Answer.—Soft drinks: Welch Grape Juice Co., St. Catharines, Ont.; Power Keachie, Ltd., Duncan and Pearl Sts., Toronto; Annapolis Valley Cyder Co., Bridgetown, N.S.; Holbrooks, Ltd., Toronto, Ont. (lime juice); O'Keefe's Brewery Co., Toronto, Ont.; Gingello, Ltd., 138 Pears Ave., Toronto, Ont.; Canadian d'Importation Co., 140 St. Catherine St., Montreal; E. L. Drewry, Ltd., Winnipeg, Man.; Calgary Brewing & Malting Co., Ltd., Calgary, Alta.; Chas. Gurd & Co., Ltd., Montreal, Que.; The Marsh Grape Juice Co., Niagara Falls, Ont.; Coca Cola Co., Winnipeg, Man.; Maritime Syrup and Beverage Co., Halifax. Essences: Imperial Extract Co., Toronto, Ont.; Hungerford, Smith & Co., Toronto, Ont.; J. J. McLaughlin Co., Toronto, Ont.; The Bowes Co., Toronto; McNab & Roberts, Winnipeg, Man Job printers for order books, etc.: Autographic Register, Montreal; Imperial Publishing Co., Halifax; Might Directories, Toronto, Ont.; Grand & Toy, Toronto; Rolph & Clark, Toronto, or any local job printer.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion.
Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

Not how cheap but how good!

It doesn't matter how cheap poor tea is—it cannot be economical. It lacks both the strength and the flavor. Every cup that is poured is a bad advertisement for the retailer and helps to make a new prospect for the tea pedlar.

Red Rose Tea is a great help for the retail grocer because it satisfies and pleases those who drink it. No pedlar can steal Red Rose Tea business away from you.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary

Scotch Snack Idea No. 2

Recommend Scotch Snack over the Telephone. How often your Customers ask this Question. **What have you got nice for making Sandwiches?**

Be sure to sell her Scotch Snack "It's Fine."

Scotch Snack is delicious for Croquettes, Sandwiches, Salad, etc., make sure your Stock is Complete with all sizes.

Watch for next week's Advertisement.

ARGYLL BUTE "Reg."
Montreal Que.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

Robinson's "Patent" Barley is the ideal food for invalids and babies.

The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

MAGOR, SON & CO., LIMITED
191 St. Paul Street, W., MONTREAL
30 Church St., TORONTO

SHIRRIFF'S LAUNCH BIG PUBLICITY CAMPAIGN

Striking Series of Advertisements Running in Daily Newspapers

The most forceful and effective marmalade advertising campaign in Canada has recently been opened by the makers of Shirriff's Marmalade. Prominent space in the leading city dailies is keeping this well-known brand of marmalade constantly before the public.

Those dealers who felt the increased sales resulting from last year's advertising should get ready to meet a greater demand than ever. The extensive advertising is rapidly attracting business to the grocer who sells

Shirriff's
MARMALADE

Send for our beautifully colored window and counter cards and identify your store with the Shirriff advertising. Free to all Shirriff dealers, on request.

Shirriff's
TRUE ORANGE
MARMALADE

is a strong seller all year 'round. Its unfailing popularity is due to its uniformly high quality. Through our advertising, more and more Canadian purchasers are being convinced of its superiority. The absolute assurance of satisfaction, the steady profit and quick turnover make Shirriff's Marmalade a truly profitable line to carry. Every trial brings a regular customer to your store.

Imperial Extract Company
TORONTO, ONTARIO

Selling Agents for Canada
Harold F. Ritchie & Co., Limited, Toronto and Mon

CANADIAN GROCER

VOL. XXXIV TORONTO, MAY 21, 1920 No. 21

Foods Exempt from Tax on Sales

Sir Henry Drayton, Finance Minister, in Budget Announcement, Excludes Foods From New Taxation on Turnover—War Customs Tax of 7½ Per Cent. is Removed—Business Profits Tax Also Changed

THE BUDGET IN BRIEF

1. One per cent. tax on all sales of manufacturers, wholesalers or importers, except on coal and foods for man and beast.

2. Excise taxes running from 10 to 50 per cent. of the selling price of goods, particularly textiles, ranging above certain specified prices, and upon luxury articles made of gold or silver, or for adornment or recreation, whether imported or manufactured in Canada.

3. Heavy excise taxes on all spirituous liquors, from 30 cents a gallon on ale, beer, porter, stout, to $2 a gallon on rum, whiskey, brandy, gin, etc., to $3 a gallon on champagne and sparkling wines.

4. Increase of 5 per cent. in all taxation on incomes of $5,000 and upwards, taxes to be paid in part or whole when making returns, and heavy penalties provided for errors or failure in making returns.

5. Stamp taxes of two cents on promissory notes and bills of exchange for every $100 for which drawn.

6. Stamp tax of two cents on every share of stock transferred.

7. Twenty-five to fifty cents on every pack of playing cards sold.

8. A license fee of $2 on every business man dealing in various luxury articles mentioned.

The reductions in taxation are: First, the removal of the extra customs war tax of 7½ per cent., which brought $30,000,000 last year, mainly drawn from articles on which the still higher excise taxes are now levied. Second, the repeal of the duty on moving picture films. Third, the retention of the business profits tax, but increasing the exemption on profits from 7 to 10 per cent., and decreasing from 25 to 20 per cent. the tax on profits above 10 and less than 15 per cent. on all businesses having a capitalization of not less than $25,000 and not more than $50,000, except where more than 20 per cent. of the profits was gained in 1917 or 1918 from munitions industries. Fourth, some minor tariff reductions, letting typewriters, books and other articles for the blind in free.

That a long list of foodstuffs is exempt from taxation in the budget announcement of Sir Henry Drayton, Finance Minister, just made public, is one of the features, from the grocer's standpoint. Coal and essential foods are omitted in the lines of merchandise that are affected by new taxation. The removal of the 7½ per cent. war customs duties does not affect the trade, as it was removed from foodstuffs a year ago. The increase in the exemption of from 7 to 10 per cent., under the business profits tax, is also an announcement that will be interesting to the trade.

The new taxation is to be collected alike on goods of both Canadian and foreign manufacture, and wearing apparel is badly affected by the new taxes. On hats, hose, neckwear, shirts, and on fans, trunks, etc., costing above certain named prices, ivory-handled cutlery, cut glass, lace, silk embroideries and sporting goods, a tax of ten per cent. will be levied on the total purchasing price. Smokers are also hit by the new taxes. While tobaccos escape equipment such as pipes, cigar and cigarette holders costing more than $2.50, humidors, etc., are to be taxed twenty per cent. on the total purchase price. Mechanical musical instruments are also to be taxed at 20 per cent. of their total purchase price, and playing cards at 25 cents and 50 cents a pack, depending on the sale price.

War Tax Removed

The general war customs duty of 7½ per cent. was repealed last year in so far as articles of food, clothing, agricultural implements and fertilizers, as well as some other items are concerned. It, however, still obtains on a large part of importations, approximately thirty million dollars of revenue accruing from this source last year.

Tax on Turnover

In view of the necessities of increased revenues, a tax of one per cent. on the sales of all manufacturers, wholesale dealers, jobbers and importers is imposed. The tax will not include retailers as such, but will include the goods manufactured or imported by any retailer although manufactured or

imported by such retailer for retail sale by himself. Consideration must also be given to the cost of essentials, and on this account it has been determined that the tax will not apply to sales of meats (fresh, salted or pickled), butter, cheese, oleomargarine, butterine or any other substitute for butter, lard, eggs, vegetables, fruits, grains, and seeds in their natural state, buckwheat meal or flour, pot, pearl, rolled, roasted or ground barley, cornmeal, oatmeal or rolled oats, rye flour, wheat flour, coffee (green, roasted or ground), tea, salt, cattle foods, hay and straw, nursery stock, fish (fresh, pickled, salted, smoked, dried or boneless), sugar, syrups and molasses, anthracite or bituminous coal, artificial limbs and parts thereof, or to goods exported.

The sales tax ought not to be used as a basis of further profits, and must not, therefore, be included in the manufacturers' or wholesalers' costs on which profit is calculated. The tax when not absorbed by the vendor must then be included in his invoice as a separate item.

Stamp Taxes Continued

The existing tax on cheques will be continued, but the rate increased on bills of exchange and promissory notes, so as to provide a 2-cent tax on all bills or notes of $100 or less, and for every additional $100 or fractional part thereof, 2 cents more. A tax of 2 cents for each share of stock transferred is also proposed.

The method of collecting stamp duties on patent and proprietary medicines and perfumery will be changed by having the stamps affixed by the manufacturer or importer, instead of the retailer, at the time of sale. The stamps are not to be included in the costs of the manufacturer or importer, but if not absorbed by the seller, are to be added in the invoice as a separate item.

Business Profits War Tax

The business profits war tax is maintained, but the exemption on profits is increased from 7 to 10 per cent., and the tax on profits above 10 and less than 15 per cent. on all businesses, having a capitalization of not less than $25,000, and not more than $50,000, is decreased from 25 to 20 per cent.

It has been determined that it is impossible to stop immediately the imposition of the business profits tax, and a resolution will be introduced which will provide for the continuance of a tax of this character, but on a reduced scale, on the profits derived during the year 1920, the tax being payable in 1921. The present exemption will be extended from 7 to 10 per cent., the schedule of taxation to be as follows:—

On profits in excess of 10 per cent., but not exceeding 15 per cent., 20 per cent. tax.

On profits in excess of 15 per cent., but not exceeding 20 per cent., 30 per cent. tax.

On profits in excess of 20 per cent., but not exceeding 30 per cent., 50 per cent. tax.

On profits over 30 per cent., 60 per cent. tax.

The present act provides a different scale of taxation for the profits of businesses with capital of not less than $25,000 and under $50,000, being one-quarter of all profits exceeding 10 per cent. on the amount of the capital employed; it is proposed to reduce this tax from 25 to 20 per cent. It has been felt that the concessions made in the proposed amendments are sufficient for the purpose of enabling firms to set aside more of their profits to reserves or plant extension and to put their businesses in a better position to meet the deflation period, while at the same time a check will still be held on abnormal profits.

By the new act a tax is to be imposed on candy and confectionery, and chewing gum or substitutes to the extent of ten per cent., and a tax of thirty per cent. is placed on all patent and proprietary medicines. These affect the grocery trade where these lines are carried. Wholesalers and manufacturers are required to take out an annual license fee for the purpose of handling these lines, the said fee not to exceed five dollars, and the penalty for neglect or refusal to comply with this ruling shall be a penalty not exceeding $1,000.

Wholesalers spoken to in regard to the budget, are more or less confused as to its interpretation, and are not clear as to just what lines of foodstuffs are to be taxed. For instance, they want to know if vegetables, which are exempt, include canned vegetables. For the purpose of getting a better understanding of the new law as applying to wholesale grocers, A. C. Pyke, secretary of the Wholesale Grocers' Association, and A. H. Paffard, of Toronto, together with representatives from Hamilton and Montreal, went to Ottawa Wednesday night and interviewed the Minister of Finance on Thursday.

Special Effort Sells 500 Tins of Canned Peas in a Day

Toronto Grocer Had His Staff Suggest Canned Peas to Customers in Giving Orders Over the Telephone—The Result Was Heavy Sales

Selling five hundred tins of canned peas in one day almost constitutes a record for the average grocer, but it is exactly what D. W. Clark, Avenue Road, Toronto, did recently in a special effort. Mr. Clark had received a fairly heavy consignment of these canned peas and decided that he had to get them moving.

It is a custom in the Clark store to boost sales of certain lines regularly. Sometimes it is peas, sometimes it is beans, soups, or any one of several different lines. Mr. Clark's chief trade is over the telephone. His staff is instructed to suggest whatever particular article is being pushed. On this occasion canned peas were recommended to customers, and splendid sales, as above indicated, were the result. Customers bought freely, Mr. Clark stated, not ordering merely one tin, but nearly every order was for two or more tins.

It was merely by the concentrated effort of the staff that resulted in such large sales of these peas, and it is another convincing instance as to how the grocer can increase sales of a reputable article, if he puts behind it some selling effort.

On another day Mr. Clark sold several dozen tins of a certain brand of pork and beans. The same methods were adopted as in the case of the canned peas, recommending them to customers, chiefly over the telephone.

Creamery Builds Sales in Groceries

R. Scott & Co., Mount Forest, Ont., Conduct a Modern and Well-Equipped Creamery Under Same Roof as Grocery and Dry Goods Departments—Has Increased Trade With Farming Community

IT is an unusual thing to see a creamery under the same roof as a grocery store, but such is the case in the general store of R. Scott and Co., Mount Forrest, Ont. That the creamery has been a stimulating means, in the way of increasing sales of groceries, there seems to be no doubt in the mind of Mr. Scott, and he intimated to CANADIAN GROCER on the occasion of a recent interview, that the turnover in groceries had been greatly enhanced by the creamery. This store carries on a very large farm trade, and with the installation of the creamery, more farmers came to deal here, for the reason that it was the most convenient place to dispose of their cream. In almost every instance, they purchase their food supplies in the grocery department, and while there are no obligations of trade exchanges, invariably the farmers do not go elsewhere for their supplies.

Growth of Creamery Business

R. Scott and Co. conduct one of the largest general stores in Western Ontario. Recent alterations and renovations in the store have resulted in making the establishment a splendidly equipped, and convenient shopping centre. It consists of departments for dry goods, boots and shoes, men's furnishings, house furnishings, groceries, and the creamery. The creamery is situated just at the rear of the premises. It is modern in every detail, and hundreds of pounds of creamery butter are turned out every month, and this butter is disposed of in Montreal, Toronto, and many other points of lesser importance. "We only started in the creamery busines five years ago," Mr. Scott told the representative of CANADIAN GROCER. "We commenced in a very small way, but it has grown enormously. We first started in the cellar, but the growth of business necessitated us having larger quarters. We moved our grocery department to the north side of our store, and fitted out the creamery in the former grocery section. We now have a larger and more attractive space for groceries, and better accommodation for the manufacture of butter.

"Do you not do a town trade in groceries?" the GROCER representative asked W. E. Evans, manager of the grocery department.

"Our town trade in groceries is comparatively small," he replied. We cater mostly to farmers, and do not go after, in any special effort, the people of the town. Because our business in groceries is chiefly with farmers, we buy and sell in large quantities. Our trade is largely in staple lines, that is, we sell sugar, flour and foodstuffs of this kind, mostly by the hundredweight. We do not carry perishable lines, nor specialties to any extent, but cater mostly to people who are buying in heavy quantities. We buy dairy butter, too, from the farmers, and are also large purchasers of eggs. We have a man to look after this business entirely, and our shipments out to the city markets are very heavy."

Displays in Windows

"Do you use your grocery window for display?" Mr. Scott was asked.

"Yes, we always show some particular line in the window, and while we do not go after town trade as diligently as we might, we very often find, a good window display brings townspeople into our store, and at once in the store, they make purchases, that they otherwise would not have made. Counter displays, too, are valuable in the way of selling goods, and we have had good results from the same."

A Rest Room for Ladies

The grocery department in the Scott store has a separate entrance, and is connected with the other sections by an archway. A convenience in the store that is much appreciated, is the rest room for ladies. Especially do the people from the country avail themselves of this accommodation, and Mr. Scott told CANADIAN GROCER, that such a room was not only a great advertisement for the store, but was the means of constantly bringing new business.

Showing the grocery department of R. Scott & Co.'s general store at Mount Forest, Ont.

GROCERS BUY BUILDING

Parsons, Brown and Company Pay $45,000 for Adelaide Corner

Toronto.—Parsons, Brown and Company, wholesale grocers, have purchased the three-storey brick building on the south-west corner of Adelaide and Jarvis streets, which they have occupied as tenants for several years, at a price understood to be around $45,000. The building fronts on three streets, 128 feet along Adelaide, 52 feet along Jarvis and 52 feet along Francis street, and the purchase was made to provide for trade expansion. Messrs. John and William A. Firstbrook, who acquired the property ten or twelve years ago from the Nasmith estate, who were the present vendors, and they were represented in the transaction by D. J. Gibson.

CATALOGUES AND BOOKLETS

Prescott & Company, Manchester, England, manufacturers of chemicals of various kinds, began issuing in March a unique house organ, called "The Triangle." Their trade mark, which appears on the first page of each issue, is a triangle showing various pieces of chemical equipment such as equal arm balance, test tubes, etc., etc., artistically interwoven, and the word "Research" is drawn across the centre. The triangle is designed to be read chiefly in the home. There is in the first issue the first instalment of an interesting boy's story, and this is followed up in succeeding issues.

Also in each issue there is information about the product of the company, which include such lines as acid phosphates, phosphoric acids, etc. The firm also manufactures aerated waters, cordials, syrups, vegetable colors, concentrated artificial colors, etc.

KELLOGG CASE AGAIN BEFORE THE COURTS

The suit between the Battle Creek Toasted Corn Flake Co., of London, Ont., and the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., comes up again next week in Toronto. It is set for Tuesday, May 25th. It is expected this will finally dispose of the contention between the two firms which has been before the courts during the past four or five years.

Predicts Continued High Prices for Food Products

In their weekly business letter, Hayden, Stone & Co., investment brokers, New York, have the following to say regarding general conditions: —

Whether due to a change in the psychological atmosphere, owing to reports of cancellations and to reductions in price by large merchandise retailers, or to badly crippled transportation facilities or to both, it has now become quite evident that there is a distinct recession in many lines of business. While such an interruption to progress of business as has been occasioned by the outlaw railroad strike is most regrettable, it has also furnished a greatly needed object lesson, which could, perhaps, be supplied in no other way—that no body of men employed in such a vital industry can quit work without seriously affecting great numbers of other wage-earners. The men who, without cause, went on strike, are to-day very justly most unpopular with men who have thereby been wholly or partly thrown out of jobs. The loss of wages, and, therefore, of purchasing power which this has caused, are beyond computation. The fact is that the transportation system of this country is at the best so inadequate, and has been still further so crippled by the action of these men, that even were all other conditions favorable, this alone would make it impossible to continue business operations at anything like the volume necessary to show the best results. Nor is this a condition that, even if the roads generally could command the necessary capital, could be remedied in a week or a month. It would take years to supply the equipment necessary to put the railroads on a basis where they could adequately serve the business of the country.

The point has been well made that there has never been an instance of any serious financial depression when there has been such a general scarcity of goods, but the difficulty in securing goods, owing largely to transportation conditions, is apt to blind one to the fact that productive capacity is probably well up, and, perhaps, in some lines exceeds consumption. The productive capacity of steel in this country to-day must be fully 50,000,000 tons. This is much greater than has been actually consumed in any one year. It seems doubtful if this great capacity could at the moment be profitably employed—certainly not at prices now ruling. The same is true of articles entering into clothing and manufacturers generally. Unfortunately, it is not true of food products. The movement of labor away from the farms has become alarming. This will in time be corrected by the lessening of pressure for labor in manufacturing industries, but this will take time, and, meantime, food products are bound to remain high.

The one outstanding and controlling factor to-day—not only in this country but throughout the world—is the shortage of capital. This is due to three causes: the destruction of capital in the war; the tremendous expansion of industry as evidenced by the great outpouring of securities in the last few years, and, finally, by the absorption in taxes of profits that would otherwise be available for enlarging business facilities. The fact is being brought home that there is a vast difference between currency and capital; that inflating currency does not increase the supply of loanable capital. It seems to us that this shortage of capital, which, after all, is but a synonym for accumulated wages or savings, is bound to result in continued high rates, which of itself is a restrictive and deflating influence. This process of deflation through which we are now passing is disagreeable, but vastly to be preferred to the experience which Japan, for instance, has recently undergone. It will in time bring about its own cure, and, meanwhile, will present opportunities to those in position to take advantage of them.

Merit to be Slogan of a New "Drive"

Public is to be Reminded of the Fact That Canadian Candy is the Very Best on Market.

Not because they should patronize "Made-in-Canada" goods or because it is patriotic to support home industry, but because of its merit alone the Canadian public is to be advised to eat the products of the confectionery plants of the Dominion.

At the big convention in Montreal last week a recommendation was passed to the effect that another campaign be conducted for the purpose of calling the public's attention to the fact that Canada produces about the finest confections on the market and that because of this they should be preferred to goods of foreign manufacture. And this apart altogether from the fact that the exchange situation in some countries is adverse.

The campaign is to be conducted along the lines employed in the "buy candy as a food" drive, with the added feature of creating a preference of Canadian goods. The last campaign was to drive it home to the public that candy is neither useless nor harmful. It is recognized that industry has no safety at all except that lying in public opinion, and that the only protection of an industry is that afforded by the public's good will.

Where Druggist Comes In

"Our only defence," said W. H. C. McEachren to CANADIAN GROCER, "is to tell the public the idea that domestic goods are superior to those of foreign origin. Let the public be sold on this and that's the big thing."

Grocers are more interested to-day in selling high-class chocolates.

There are about 15,000 people directly employed in the candy factories in Canada, fully fifty per cent. of these being in Toronto. The worth of the product turned out by these people is in the neighborhood of $50,000,000, and last year alone the export business averaged between four and five millions of dollars.

Toronto, it is admitted, is the most notable point in America outside of Boston in the fine candy business, and grocers are ready to admit that the Canadian manufacturers excel them all. It was only recently, too, that American business men awakened to the fact that the Canadians had it over them in the quality of goods turned out as well as in the boxes.

The United Sardine Factories, Bergen, Norway, are to be represented in Eastern Canada by J. W. Windsor Co., Ltd., 11 St. Sacrament St., Montreal.

"Don't Take the Trouble to Figure"

All Grocers Can Afford to Emulate the Example of the Merchant Who Tested for Leakages—"If You Shirk the Task of Facing Out Facts in Your Business, You Are Not Apt to Make a Brilliant Success"

By HENRY JOHNSON, JR.

MY correspondent of last week accompanied his various "tests" and statement with the thoughtful letter I insert below. Note how carefully he weighs each item in his statement, and follow out the detailed segregation of classifications in his expense statement.

Very often I hear it said: "Men don't take the trouble to figure." That applies particularly to grocers. Make up your mind that there is no royal road. If you are one of those who "don't take the trouble to figure," if you shirk the task of facing out facts in your business, you are not apt to make a brilliant success.

Here's the letter:

February 12, 1920.

Dear Sir: I promised to send you my figures for last year's business. Here they are, fresh off the books. We made ready for inventory by going through the stock, counting all articles and then placing a tag on them with the number of each item. In selling and filling orders, we deducted what we took from each pile, replacing the amended tag again. Needless to say, we did not get all the stock tagged before we began to write down, but had some of the staff go on with that work while two gangs began to write. We started to write at six and were through by 10:15 p. m.

Another labor-saving device used was to have all the stock books indexed to have all the same class of goods together. We found this made the work easier in extending the footings. Took stock Monday, February 2nd. Previous to that day we hunted out all the "shelfwarmers" and placed them out on tables to be sold at a reduction. Thus we cleaned up quite a lot of old-timers and are cleaning them up still. We did not put those articles on our inventory sheets, nor any others on which we were liable to have a loss.

I send you a copy of my financial statement which will enable you to check up progress of the business. You will notice I have purchased some Victory Bonds and industrials.

My liabilities are decreased to $5,002.46. The outstanding accounts are a little higher this year. This is not commendable but is evidently in vogue as in conversation with several retailers and wholesalers I find they never had so much on the books as at present. Wholesalers say that many of their really good

HENRY JOHNSON, Jr.

customers who have always taken their discounts, fell down in January. This has not pulled the wool over my eyes, but I am going after collections strenuously and curtailing credit.

You will notice that I have depreciated very heavily on the cars, etc. We bought a new delivery truck last Fall, and on that, as on my touring car, etc., I have written off 33 per cent. The fixtures, as you know, were bought originally at 33 per cent., so I have taken off another 10 per cent. this year, but I have revalued them for insurance purposes and while they appear on the books at the low figure, I have made a duplicate list at present value to replace, and am insured up to that amount. One copy I keep and the other is delivered to the insurance companies with instructions to acknowledge receipt.

You will see that the sales show a little increase of about $9,000 which will about make up for increased prices of goods. That is to say, about the same volume of business but more money.

Slight Changes in Detail

Apple sales are a little down this year. Discounts earned were $1,013.46 or about 85 per cent. of sales. Empty boxes nailed up and sent wholesalers netted us $148.10—1,418 boxes at 10 cents each. We have a good stock of paper bags and also a large shipment of counter check books which under present conditions are good buys. The interest charge of $28.55 is an independent deal which I have kept separate.

You will notice the boss has been good to himself this year, but the money taken out of the business has been spent wisely and well. I have taken out some more life insurance and other investments. This year, all being well, the first thing I will set myself to do is pay the mortgage on my home.

Expenses are self-explanatory. Most of them are high.

You know that when the net for this year is $7,419.84, together with withdrawals of $1,642.92 for my own expenses, making a total of $9,197.76—the $135 extra being for a garage I had built at home—this is not to be criticised too severely—expenses I mean. A nice little business, eh?

I said in my last letter that I should like some figures on stock shrinkage. I have been working on this for the past year but my investigations are just sure ground. I mentioned to a jobber my suspicion of leakages worth watching carefully. He laughed and said that a man that can get nearly $10,000 a year out of retail grocery business is not having much shrinkage.

I enclose you transcriptions of how I try to arrive at shrinkages, but I am not satisfied with results as yet. I will sift and dig until I find bed rock. Of course I could install a fine accounting system which perhaps (?) would arrive at some conclusion, but I might then be left with a beautiful system and no business. I think these matters are worth looking into and believe that if I could get to the bottom of this, I could make another $3,000 a year profit. Is that right?

Perhaps a source of leakage is that I do not keep a record of mark-ups and mark-downs nor small losses through spoiled goods, but may possibly do this and test by taking stock oftener.

Actual bad debts written off last period were $313.45 but I have taken off $542. During last year I collected $183.20 from previously written off bad debts. Last December, sales were $12,909.

See your article "Expenses Visible and Invisible"—are those figures all at retail? If they are, I can follow you, otherwise not.

Yours truly,

Percentages of Expense, 1919

Sales, $118,962.52; average per month, $9,911.04.
Average margin, 20.71% (?).
Customers' accounts outstanding, average, $6,650.10; per cent. to sales, 66.10.

		Per cent. on sales
Rent	$1,860.00	1.55
Wages, store	4,751.85	3.98
		5.53
Delivery, wages	$1,943.90	1.63
gasoline, etc.	406.60	.34
Tires, etc.	194.55	.16
Car repairs, etc.	614.20	.51
Barn feed	289.88	.24
Shoeing horse	82.50	.06
25% deprec. cars, etc.	541.00	.45
		3.39
Light	$ 137.21	.11
Water	29.15	.02
Heat	272.18	.22
Fire and liability insur.	105.25	.08
Business tax	127.10	.10
		.53
Office, stamps	$ 51.90	.04
Stationery	46.41	.03
		.07
Advertising, newspapers	$ 730.29	.61
Calendars, $72.00; signs, $59.30	131.30	.11
		.72
Donations	64.90	.05
Paper, bags, etc.	942.16	.79
Counter check books	168.33	.14
Laundry	65.10	.05
Interest borrowed money	28.55	.02
Telephones	99.00	.08
Legal expenses	50.70	.04
Sundry	60.58	.05
Fixtures depreciation 10%	158.50	.13
Reserve for bad debts	542.00	.45
Proprietor drawing account and outside investments	3,127.92	2.63
Average turns		4.43
Gross expense		14.67
Paper bags, etc., on hand	$ 177.67	
Counter check books	111.72	
Coal on hand	30.00	.27
		14.40
Feb. 2, stock cost, $6,273.26; average turns, 15 4-5.		
Discounts earned	1,013.46	
Boxes sold	148.10	.11
		.96
Net expense		13.44

Study Detail Minutely

I make no apology for inserting this long letter in its entirely, for it contains, right within itself, enough material for profitable thought and study to keep us all busy for several weeks. Fact is, I never saw such a complete and painstaking analysis of a retail business. Most of what my friend writes requires no comment whatever. A few items may be emphasized.

Prices quoted in my former article about which he asks were all retail. That was a sequel article, the first of the two setting forth clearly the fact that the store under review figured every factor on sales—retail figures throughout its calculations. Evidently he overlooked that point.

Note the important fact that "shelf-warmers," or "stockers," set out for a clean-up drive were not inventoried at all. That is the soundest kind of practice.

The hints on taking inventory should be slipped out and filed for reference next December. Such systematic tackling of the job will shorten the detail labor wonderfully; and the hint on getting out and selling stickers should not be lost. He tells me what his invest-

Continued on page 45

W. H. C. McEachern Highly Honored; Presented With a Big Cabinet of Silverware

Work Done by Sales Manager of Patterson Candy Company in Organizing Association is Appreciated.

W. H. C. McEACHERN, sales manager of the Patterson Candy Company, Ltd., 951 Queen Street West, Toronto, and secretary-treasurer of the committee which conducted the big educational campaign in the interests of the confectionery and chocolate industries of Canada from Oct. 1, 1918, to May 1, 1920, was last week presented by his admirers in the trade with a handsome cabinet of silverware. The cabinet stands about four feet high and carries a gold plate on top telling all about it. There are over two hundred pieces to the silver set, and it is generally admitted that the "little gift" takes second place to none that has been handed over in many moons.

It was at the big convention in Montreal, during the course of the banquet at the Windsor Hotel, that the presentation was made. Colin Currie, of London, treasurer of the confectionery, biscuit and chocolate industries of Canada presented the cabinet and read the address accompanying it.

Chairman of Committee

Mr. McEachern has been chairman of the organization committee, and at the first convention he had wished on him the task of carrying on the campaign to boost the candy as a food. He is inclined to think that W. Robertson, of Robertson Brothers, and Mr. Cowan, of the Cowan Company, could, if they wished, tell a good deal about the presentation and what prompted it. The address follows:

"I have been called upon to-night to perform a difficult, but none the less agreeable task; why, I do not know, unless it was on account of my age suggesting that you need some fatherly advice. Advice is cheap, payable at par without exchange, and I freely extend to you the best I have to offer, and will honor your draft 100 per cent. on the Bank of Good Fellowship.

"To you, Mr. McEachern, the manufacturers of confectionery biscuits and chocolates in Canada owe a debt of gratitude and appreciation for the able manner in which you have brought to maturity this association. But for you the idea would have been strangled at its birth. Through your Scotch determination, that would not be beaten, and, like that other well-known Scotsman whose memorable words have come down to use from ages past as a warning to all who oppose a Scotman's determination, cried, 'Lay on MacDuff, and damn'd be he that first cries 'Hold, enough.'"

Honored in the Past

"You have been honored in the past by being elected the first honorary member of this association, and, believe me, that is some honor to be proud of, but it was not considered that that fully expressed the feelings of the members and in such a way, as to convince you of their deep appreciation of, not only your work in the organization of this association but also for the able manner in which you carried to a successful issue the advertising campaign of 1918 and 1919. Work that you must have done at a great deal of personal loss.

"It is said that 'Silence is golden.' You being a married man can fully appreciate that saying no doubt at times. To-night you will be able to take back with you something superior to gold; gold is at par, but silver is at a premium; no premium, however, can express the position you occupy in our thought. As a more tangible appreciation than words can convey I have the honor and pleasure of presenting to you to-night on behalf of your fellow members of this association, this silver token. May it be to you, your good wife, and your children a source of pleasure and enjoyment in the years to come."

The 1920 city directory for Toronto, just out, gives the population of the city on January 1 as 562,585. This is based on the last decennial census, and a comparison with the number of names in the directory. The nummber of buildings in Toronto is placed at 162,225.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The Retail Merchants' Association, of St. John, N.B., passed a resolution approving of daylight saving.

ONTARIO

John Eddy, grocer, Danforth Ave., Toronto, has sold to M. Hollinghead.

H. E. Stuckey, of Caledon, Ont., is opening a general store at Mono Mills, Ont.

A. Kirkpatrick, of Lefroy, Ont., is closing his store at noon on Thursdays for the next four months.

H. E. Stuckey is opening a general store at Mono Mills, Ont., in the store formally occupied by Stork Bros.

R. C. Braund, who has conducted a general store in Peterborough for some years, is retiring, and is offering his business for sale.

The retail merchants of Chatham are closing their stores every Thursday afternoon during the months of May, June, July and August.

John Morton, president of David Morton & Son, soap manufacturers, Hamilton, Ont., died at his home in Hamilton last week. He was 77 years of age, and had resided in Hamilton since 1859. He is survived by his wife, a son and two daughters.

The stock for the United Farmers' cooperative store in St. Thomas, Ont., is practically all sold, it is stated. The objective of $10,000, it is expected, will soon be reached. The workingmen of the city have taken $4,000 stock, and farmers are taking the balance.

The town of Drayton, Ont., has adopted Thursday afternoon as a half holiday during June, July and August.

Libby, McNeil and Libby, of Chatham, Ont., are starting a receiving station at Princeton, Ont., for their pickle factory at Chatham, Ont.

Cornwall, Ont., has adopted daylight saving, and it will be effective from Sunday, May 30, until Sunday, September 19.

Woodstock, Ont., merchants are closing their stores on Wednesday afternoons throughout May, June, July and August.

The Lowney Chocolate Co. has leased the lower floor of the Kantel building at 189 Church Street, for approximately $1,800 per year.

R. W. McDonald, Westport, Ont., has severed his connection with J. S. Myer's store and has accepted a position as traveller for the George Robertson Co., of Smiths Falls, Ont.

DEATH OF MRS. H. P. ECKARDT

The retail grocery trade in Ontario particularly, and the wholesale trade all over Canada, will learn with regret of the death on Sunday last of the wife of H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto. The staff of CANADIAN GROCER, with the trade, extends its sympathy to Mr. Eckardt and his son for their great loss.

Kingston Grocers Are Opposed to Ruling

Believe Regulation of Board of Commerce, Demanding a Statement of Sales and Costs, is Entirely Theoretical and Not Practical and Works Hardship on the Grocers

THE Retail Merchants' Association, of Kingston, Ont., has placed itself on record as being opposed to the ruling of the Board of Commerce, demanding a statement of sales, costs, margins, etc. In an unanimous resolution passed at a recent meeting the opposition of the association to the ruling was given expression to, in the following words:

> RESOLVED,—That the Retail Merchants' Association of the City of Kingston, having duly read and considered the Monthly Retail Grocers' Statement of Staple Commodities, and also their circular letter of April 15, inst., to the retail grocery trade, hereby submit that said questionnaire is entirely theoretical and not applicable to the practical working out of the retail grocery trade.
>
> To comply with these demands it would be necessary to have extra help. In many of the retail groceries, the owner acts as manager and clerk, and to employ extra help at the present rate of wages, for this purpose, would be a hardship. In fact, it means inauguaration of a system, such as the cost system in a large manufacturing plant, and even, if by this help, the questions were all answered, it would not be possible to get the margin of profit, because there are so many expenses to be added, which are not asked for.
>
> The retail grocers have already had a hard part to bear since the beginning of the war and should not be further penalized by this method.
>
> That a member of the Retail Merchants' Association should have been on the Board to advise, because the statement asked for shows the said Board are not in touch with this section of the retail trade.
>
> That the Board's part is not well taken when they state it will be a benefit to the retail grocers.
>
> That wholesale and retail prices are public matters and it is not necessary to make out such a statement to show that there are no profiteering.
>
> That if complaints from Kingston came to the Board (and we have not heard of any) let them come here and hold an investigation under oath.
>
> That this resolution is passed, not with a view of blocking, but on account of what seems to the Association to be a case of questions arranged by some one, without any knowledge of the retail grocery business, of no value to the merchant, and being incomplete, we cannot see how it can be of any value to the Board.
>
> That the Dominion Retail Merchants' Association take this matter up further with the Board, with a view of showing that the proposition is unwarranted and that the retail grocers be relieved from any further demands in this regard.

Grocers in Toronto are equally opposed to this ruling of the Board of Commerce, and some have expressed to CANADIAN GROCER their intention to ignore it, stating that it is so unpracticable that it can't be carried out.

NEWS FROM WESTERN CANADA

Winnipeg Grocers Ignore Board of Commerce Ruling

STRONG opposition to the order of the Board of Commerce, which requires retail grocers to make monthly returns of their business to the board, says the Winnipeg Tribune, has developed since the promulgation of the order in March.

Some retailers have endeavored to comply with the board's order, but many others have ignored it, and one prominent grocer said he would shut up shop before he would undertake to comply.

A. E. White, general manager for W. H. Stone, Ltd., said: "With the whole question of the legal status of the Board of Commerce in abeyance, and the question as to whether it has any authority either to demand or enforce its mandates an open one, we shall certainly take no steps to compile the returns demanded. It would require the services of an extra high-salaried employee to do the work. The public was led to believe that the Board of Commerce came into existence to reduce prices. The taking on of extra help means increased cost of doing business, and in the end the consumer pays.

"If in the course of events it is shown that the Board of Commerce has the powers it claims, we shall make the return, otherwise we shall not."

Would Take Several Days

A. Hendry, grocer, Portage Avenue, took practically the same stand. He said he had not made the returns, and had no intention of doing so. It would take several hours a day to comply with the Board of Commerce order, he said.

H. H. Harris, St. James grocer, said: "I never received a copy of the Board's order or a form to fill in, and I am not hunting for them. Some of the grocers here have endeavored to send in the returns, and they found the task much more formidable than they anticipated."

J. H. Curle, secretary of the Retail Merchants' Association, said he has received many letters from retail grocers complaining of the burdensome nature of the returns asked for and the waste of time in compilation. Mr. Curle takes the view that the Board could obtain all the information required by utilizing the services of an inspector to call on the retail trade. The grocers, he said, would be quite willing to furnish the data required.

Trowern Opposes Order

More emphatic is the stand taken by E. M. Trowern, secretary Dominion executive council and Dominion Board of the Retail Merchants' Association of Canada. At a recent meeting in Ottawa, Mr. Trowern said:

"I would advise you to hold the forms, fill them out, but do not send them in until advised by your chairman. I know what I would do if it was my form."

The list of staple articles on which the Board requires monthly returns of purchases, sales and profits, includes 137 staple articles, and fruits in season.

The grocer, on a form supplied by the Board, is expected to give information on the following points:

The commodity; from whom purchased; quantity received; net unit cost; unit of freight or express charges; total unit cost; high for month; low for month; average for month; margin of profits, shown as unit amount and percentage.

HALIFAX GROCER OBJECTS TO THEATRE QUEUE

Sues Motion Picture House for Obstructing His Doorway

Ottawa. — In the Supreme Court recently the case of the Strand Theatre Company v. Cahill & Company, was heard. It is an appeal from the Supreme Court of Nova Scotia reversing the judgment of the Trial Judge and maintaining the respondents plaintiff's action.

The appellant operates a theatre in Halifax, and the respondent conducts a grocery store adjoining it. In order to obtain seats for the nine o'clock performance at night, the patrons are present some time before the doors open, and form a queue on the sidewalk. The respondent claim that these queues obstruct the access to his premises, and thus cause injury to his trade. The appellant claims that it is doing everything in its power to minimize the inconvenience to the plaintiff, and that it has placed the matter in the hands of the city police, with instructions to spare no effort or expense in that behalf. Judgment was reserved.

NEW CHOCOLATE FIRM OPENS IN TORONTO

Melbourne's Chocolates, Limited, is the name of a new firm organized in Toronto, to manufacture both package and bulk chocolates, confectionery and novelty confections. The shareholders are O. E. Willson, president; D. Markle, vice-president; R. H. Patchett, general manager; Chas. H. Stephens, secretary-treasurer; and J. Willson, factory superintendent. The general manager states that only Canadians will be employed in the factory, which will be white throughout. It is at 3047 Dundas Street West. The capitalization is placed at $40,000. Mr. Willson, the superintendent, was formerly with Bergers, Limited and McConkey's.

Hargraft & Sons, Limited, Toronto, manufacturers' agents, have been appointed selling agents for Canada.

BUYING SUGAR FOR DETROIT CONSUMPTION

Chatham. —The scarcity of sugar in Kent has been considerably increased by the action of an agent of a Detroit produce company, who has been touring the country buying up the available supply in the small country stores. About 150 bags of sugar were recently shipped from Merlin to Detroit, all of which was purchased in small quantities from country dealers. Owing to the scarcity in Detroit, the agent is able to pay a high price in Kent and sell at a material profit in Detroit.

A NEW PLANT FOR LONDON, ONTARIO

London, Ont. (Special).—Forty-five thousand dollars' worth of property, comprising three acres near Wolesley barracks here, has been purchased by the W. T. Rawleigh Company, of Freeport, Illinois, for the erection of a huge food and good-health product plant. Tenders for the first buildings are to be called for immediately, according to C. W. Corbett, the local representative. Medicines, flavorings, fluid extracts, and food products will be manufactured by the company here. Building operations will start in the near future.

At the present time the company is operating a warehouse located in the rear of Carling's brewery. The temporary Canadian headquarters of the firm are in Toronto.

FISHERIES CONVENTION

The convention of the Canadian Fisheries Association in Vancouver on June 3 to 5 is expected to attract between 400 and 500 Eastern visitors. Representatives of the fish and canning business from Newfoundland, Nova Scotia, New Brunswick, Boston, Ontario, and Quebec will be included. The committee handling the convention will endeavor to show visitors all phases of the British Columbia fishing and canning industries.

WAGSTAFFES, LIMITED, CLOSED DOWN THROUGH LACK OF SUGAR

Hamilton (Special). — Wagstaffes, Limited, big canning plant closed down owing to the difficulty of obtaining sugar.

Unfair and Unwise Proposal for Increase of 300 to 500% to Meet Increased Costs of Less Than 100%

A DRASTIC increase in postal rates, amounting to 300% the first year, and 500% the second year, is proposed in the resolution of Hon. Martin Burrell to increase postal rates on second-class matter from ¼ cent per lb. to 1 cent per lb. in 1921, and 1½ cents per lb. in 1922.

The reason given for this terrific increase of 300 to 500 per cent., is that the railroads have been awarded a higher rate for carrying mail matter. *This increase, however, is less than* 100%. Salaries of postal officials have been increased. *These increases have been less than* 100%.

The Government may need increased revenue, but why inflict a 300 *to* 500% *increase* on second-class matter, when increased costs of salaries and transportation are less than 100%?

A similar percentage increase in first-class mail would increase the cost of minimum rate for letters from 3 cents to 12 cents in 1921 and 18 cents in 1922.

When the Government reduced the rate of postage some 20 years ago on second-class matter from ½ cent per lb. to ¼ cent per lb., and at the same time reduced the letter rate from 3 cents to 2 cents, the result was not a deficit, but a surplus, and the first surplus the Post Office Department had shown for years. These reductions in rate of postage were accompanied by increases in salaries to postal officials, and also by regulations which eliminated much unnecessary waste.

A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications, and cripple the service given by the majority which survive?

Every dollar added to the price of a magazine narrows the circle of readers, and the men who would fail to subscribe are the ones who need information most.

This drastic increase would place a crippling tax on the periodical press, which, next to the schools themselves, is the greatest educational power in the country.

It would seriously retard our development in agriculture, in trade, in manufacturing, in medicine, science and en-

gineering by restricting the spread of information essential to development in these lines. This retardation would result in a tremendous annual loss to the country — a loss far greater than the revenue which the proponents of this measure (erroneously, we believe) expect.

The Canadian publishers of magazines, religious and educational papers, farm papers, trade and technical papers are already working under handicaps not experienced in other lines of business. They are subject to what is equivalent to "dumping" on the part of American publishers of magazines. The very large production by American magazine publishers takes care of the overhead expenses so that each can quite easily provide for an additional 5,000 or 10,000 copies for the Canadian market at relatively small additional expense. This extra run for the Canadian market is dumped into Canada by freight or express absolutely duty free.

The Canadian publisher must provide for his overhead with a much smaller circulation and is subject to additional expense amounting to over 40% represented by the Customs Tariff on equipment and supplies used in the production of his magazine.

Canadian National Magazines circulate to a total of approximately 5,000,000 copies annually. As against this we have a total circulation in Canada of American weekly and monthly magazines of approximately 20,000,000 copies annually. Would it not be in the public interest instead of further penalizing Canadian magazine publishers to provide even greater encouragement such as would tend to promote a much larger circulation of distinctively Canadian periodicals.

Seven years ago Canadian publishers asked for an investigation of cost of carrying various classes of mail matter, but this has not taken place. We believe such an investigation would bring out many ways in which economies could be effected.

The public has always been keenly interested in educational matters. We believe they would object strenuously to any further percentage of increase than is justified by increased expenses. In no case is this higher than 100%.

The work of magazines, business and religious papers should not be crippled to make up deficits in other departments. They should not be penalized to the extent of 300 to 500%. The increase in postal rates on Canadian publications should not be more than 100% at this time, and it would be obviously unfair and demoralizing to enforce the proposed increase of 300 to 500%.

Cuban Sugar Planters Hold Back Supplies for Higher Prices

The Shortage of Sugar Becoming Serious to Manufacturers—The Raw Sugar Market is Again Firmer and Quotations Are Higher

THE situation in the sugar market shows no improvement, in fact the seriousness of the acute shortage looms bigger as the weeks go by. We are now approaching the season of the heaviest consumption—manufacturers, wholesalers, retailers, and consumers are showing increased anxiety as regards to their supply of sugar. The berry season is close to hand and likewise sugar must be had for ice cream, candy, and soft drinks for hot weather consumption. There is no doubt that the consumption of all kinds of sweet stuff has greatly increased and whether the cause for this can be laid to the temperance laws that now exist throughout this continent or whether the reason is that labor is receiving steadily increasing wages and spending the money on what were considered a few years ago as luxuries but are now looked upon as necessities. However, the fact remains that sugar is scarce, so much so that one of the largest jam manufacturers has had to close their plant through the lack of sugar.

More Sugar Arriving Than Previously

Although thousands of tons of sugar in excess of last year have been distributed by the refineries in Canada, it must be remembered that manufacturers during last autumn were receiving only a small portion of their requirements and consequently manufacturers of foodstuffs that contain a large percentage of sugar had practically no stocks of sugar for their manufactured product at the commencement of this year. This depletion of stocks is still severely felt by the manufacturers who are working along on small allotments of sugar. This hand to mouth condition, caused by delays in shipping and the reluctance on the part of the sugar growers to sell their crops, has been continuing for the past nine months and relief cannot be expected for this year. This, then, again brings us back to the law of supply and demand. Surplus stocks of both sugar and commodities containing sugar must be accumulated before we can look for any change in the present existing conditions.

Cuban Planters Holding Back Supplies

The latest estimate of the Cuban sugar crop has been further reduced from the original estimate of 4,000,000 tons to 3,650,000 tons, a reduction of 350,000 tns. In the meantime the market, after being fairly steady for the past few weeks, has again firmed and quotations have reached higher levels. The price has now reached 20 cents cost and freight which figures to 21.06 cents laid down at the port of New York. Cuban holders are not very anxious to sell and are offering very sparingly even at this figure. Java sugar has been offered at slightly lower figure that that of Cubas. Sales of Java have been made at 18 cents c.i.f. New York. It is also reported that Canadian refineries made a purchase of 10,000 tons of Java sugar for July and September shipment at 18.50 cents c.i.f. As the sugar prices practically hinge on the Cuban situation these small offerings of Java and other sugar growing countries will have very little effect towards controlling the sugar market.

How the Cuban Crop Stands

According to Willett & Gray, the receipts of Cuban raw sugar at the shipping ports for the past week were 106,129 tons, quite a decrease from last week and also less than the receipts of the same week last year, which were 144,699 tons. During the week 25 centrals finished their campaign, leaving 137 at work against 183 at this time last year.

Most of the centrals show a reduction in outturn this year against last year's outtrun, except four centrals, one of which made an excess crop this year of over 100,000 bags. The actual production to the end of April is 2,602,655 tons against 2,438,705 tons last year. The production during the month of April has only been exceeded once—in 1919. The estimated visible production to May 8 is 2,727,649 tons, which still keeps ahead of last year's corresponding figure of 2,659,387 tons.

Jelly Powders Reach Higher Levels

The High Cost of Sugar and the Steadily Advancing Cost of High-Grade Gelatine and Also Cartons Are the Reasons, State the Manufacturers

THAT the high cost of sugar is bound to have an effect on the price of all commodities containing sugar in small or large quantities is generally conceded by the trade. Some lines have already advanced while others are due almost immediately to reach higher levels. The amount of the increase in price will depend largely upon the quantity of sugar used in the manufacture of these lines.

The latest article containing sugar to register advances is jelly powders. The advance in this instance is 10 cents per dozen or $1.10 a gross which, manufacturers state, barely covers the extra cost of sugar and does not take in the higher cost of high grade gelatine and cartons which have been steadily advancing for some time. High grade French gelatine could be bought a few years ago for 30 cents per pound, while to-day the cost is around $1.50 per pound and scarce at that price. The small cartons that cost at one time $4.00 per thousand are now costing $8.50 per thousand. As jelly powders contain a large percentage of sugar then further advances can be expected.

Potato Prices Continue to Soar

Potato Supplies Are Very Scarce and Have Reached the High Level of $7.00 Per Bag

THE boycott on potatoes by the housewives of Ontario has had no apparent effect upon the price, and the small quantity of tubers that are arriving in Toronto dealers' warehouses are being distributed to the trade in small lots at the phenomenal figure of $7.00 per bag. American buyers continue to operate on the Canadian markets and in spite of the railroad strike in the United States large quantities are beinng shipped across the line. This continued activity on the part of the American buyers is causing prices to sweep ever upwards, not only that, but a serious shortage is likely to be felt before the arrival of the new crop, which this year is likely to be very late on account of the continued backward weather. "I do not know at the present time just where I can buy a car of potatoes," stated E. J. Ryan, potato merchant, Front Street East, Toronto, to CANADIAN GROCER. "We are offering $6.50 per bag at country points, but up to now we have not had an acceptanee and it looks as though we are going to be up against it for potatoes. There is no doubt that potatoes are scarce and I do not believe there are many in the country. It is my opinion that there will be a potato famine before the new crop arrives."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally are firm to higher with advances registered on many lines of commodities. Sugar supplies are short throughout Canada and just when an improvement can be expected nothing can be learned with definiteness.

MONTREAL—The feature of the markets this week is the reduction in the price of butter and eggs, amounting to one cent a pound on the butter and one cent per dozen on eggs. Fresh fish is in good supply and lake fish are appearing for the first time this season. Cheese remains strong after the advance of last week. Lard is one cent per pound higher.

Molasses is higher and corn syrup follows in the advance. Starches have all taken another step in the advance of prices. Rice is scarce and strong, but Siam rice is offered cheaper. Jams are dearer this week and canned meats of some brands are higher. Vegetables are for the most part cheaper and fruit remains firm. Hay is two dollars a ton higher.

TORONTO—Supplies of sugar continue scarce and just when shipments will be coming forward, nothing can be learned with definiteness. Raw sugar has firmed up and quotations are around 21 cents laid down at the port of New York. Corn syrups have again advanced; quotations are now 50 to 60 cents per case higher. This is the largest single advance for some time. Bulk corn syrup has also advanced one cent per pound. Breakfast food has advanced $1.25 per bag. All starches have advanced one cent per pound. The coffee market is firm with the tendency to reach higher prices. Spot stocks are low, due to the difficulty of transportation.

Canned peas are scarce and advances have been registered on canned soup, peaches, strawberries and raspberries. Crisco prices have been reduced 70 cents per case. Shelled walnuts and filberts continue in a weak market. Shelled almonds, however, are firm. Kkovah lines have advanced. Some shipments of Siam, Japan and Texas rice have arrived, but supplies, generally, are small, with the primary markets firm to higher. Spot stocks of spices are not large and new shipments to arrive will be quoted at higher figures. Ginger, nutmegs and cream of tartar are scarce. Evaporated apple market has weakened considerably during the past week. Potato supplies are very scarce and quotations are higher. Dealers are looking for a famine in potatoes before the new crop arrives. Southern vegetables are in good supply. New Florida potatoes are on the market and quotations range from $12.50 to $17.00 per barrel, according to the grade. Cuban pineapples are arriving freely. Quotations, however, remain high. Strawberries are arriving daily and prices are lower. Bananas are quoted ½ cent per pound higher. Advances have been registered on chocolate, cocoa, salad dressing, cotton twine, chewing gum, condensed mincemeat, blue, jelly powder, puddings and matches.

The produce and provision markets show little change. Butter and eggs are easier and quotations are lower. Meats are firm, likewise cheese. Poultry is in fair supply and prices are well maintained.

WINNIPEG—There has been no startling advances or declines since last week. Raw sugar on the New York market has reached a record that has never been equalled before in the sugar market. Cane syrup advanced 80 cents a case this week, but no supplies are available. Corn syrup and starches are strong and indications point to an increase. Cereals and rolled oats are firm, while canned goods are considerably stronger. The coffee market remains firm, with Santos and Brazil coffees much firmer. The primary tea market is a little easier temporarily, due to the anticipated trade relations with Russia. If this materializes teas will show an advance. The spice market remains unchanged with pepper very firm and nutmegs higher. Japan chilies will be much higher this coming year. Very few lines of fruits, except bananas and oranges, are arriving, while the same pertains to new vegetables. Bottles advanced 1 per cent., also flour advanced 82½ cents per 98-pound sack.

QUEBEC MARKETS

MONTREAL, May 21—The Quebec market is exceedingly strong this week and tendencies are decidedly upward. There has been a change in the price of molasses, amounting to 15 cents per gallon. Corn syrups are higher and cornstarches are all up. Laundry starches are also higher. The vegetable market is much easier on account of the home produce being offered on the market. Pineapples are in good supply and cheaper. Most brands of jams have increased in price. Pure lard is up 20 cents on the 20-pound pails. Hay has increased $2.00 per ton. The general tone of the market is very strong with higher prices.

Sugar Strong and Unchanged

Montreal.

SUGAR.—There is no change reported this week on the sugar market. The market is very strong, however, and the tendency is decidedly for higher prices unless relief comes to the high prices on raw sugar. Many of the refineries are still crippled and are not turning out their usual supplies.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 90
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	.....
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses and Syrup Higher

Montreal.

CORN SYRUP.—There is a decided break in the price of corn syrup and molasses this week. Molasses is 15 cents higher and corn syrup has also increased. The new advance came during the week. A strong market is reported on all lines of canned molasses and corn syrup with a big demand. The advance on molasses has been looked for for some time on account of the high price of the raw sugar.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09½
Half barrels	....	0 09¾
Kegs	....	0 10¼
2-lb. tins, 2 doz. in case, case	....	6 70
5-lb. tins, 1 doz. in case, case	....	7 75
10-lb. tins, ½ doz. in case, case	....	7 25
2-gal. 25-lb. pails, each	....	3 00
3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	....	**8 60**
Barrels, per 100 lbs.	....	**12 25**
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	**6 00**
3-lb. tins, 2 doz. in case, case.	**8 25**
5-lb. tins, 1 doz. in case, case.	**6 80**
10-lb. tins, ½ doz. in case, case	**6 65**

Siam Rice Offered Lower

Montreal.

RICE.—Rice remains strong and scarce. The supply is very low and the price will remain high. Siam rice is offered a little lower, about 12½ cents per pound. Some samples of Siam rice are offered as low as 9½ cents per pound.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Jams and Other Lines Up

Montreal.

Miscellaneous.—There have been many changes in the price list of miscellaneous articles during the week. Khovah health salts have gone up 20 cents a dozen to $1.80. Custard and egg powders have gone up to $1.70 and $1.50. Force Food is up 25 cents per case. Catelli paste is up 30 cents a case of thirty. Quoted now at $4.80. Pure Gold products are higher. Most of the jam manufacturers have increased their prices, the advance being approximately 15 and 20 cents per case on 16-oz. bottles. Condensed mincemeat is 30 cents per case higher in some brands. Some of the pickle manufacturers have raised their prices on bottled pickles.

Package Starches Are Higher

Montreal.

PACKAGE GOODS.—There has been a change in the price of package corn starch this week throughout. White starch has increased 1 cent per pound; celluloid starch has increased 30 cents a case; enamelled starch has increased 20 cents a case. All lines of prepared starch are up 1 cent per pound. Some brands of corn flakes, as a surprise to the trade, have been reduced to $3.50 a case.

PACKAGE GOODS

Breakfast food, case 18	....		**2 85**
Cocoanut, 2 oz. pkgs., doz.	....		**0 78½**
Do., 30-lb. cartons, lb.	....		**0 36**
Corn Flakes, 3 doz. case	**3 50**	**3 65**	**3 50** **4 25**
Corn Flakes, 36s	....		4 15
Oat Flakes, 20s	....		5 40
Rolled oats, 20s	....		6 50
Do., 18s	....		2 42½
Do., large, doz.	....		3 00
Oatmeal, fine cut, pkgs., case	....		6 75
Puffed rice	....		5 70
Puffed wheat	....		4 25
Farina, case	....		2 85
Hominy, pearl or granu., 2 doz.	....		3 65
Health bran (20 pkgs.), case	....		2 60
Scotch Pearl Barley, case	....		2 60
Pancake Flour, case	....		3 60
Pancake Flour, self-raising, doz.	....		1 50
Wheat food, 18-1½s	....		3 25
Buckwheat Flour, case	....		3 60
Wheat flakes, case of 2 doz.	....		2 95
Oatmeal, fine cut, 20 pkgs.	....		6 75
Porridge wheat, 36s, case	....		7 30
Do., 20s, case	....		7 50
Self-raising Flour (3-lb. pack.) doz.	....		3 15
Do. (6-lb. pack.), doz.	....		6 20
Corn Starch (prepared)	....		0 14
Potato flour	...		0 16
Starch (laundry)	....		0 12½
Flour, Tapioca	0 15		0 16
Shredded Krumbles, 36s	....		4 35
Cooked bran, 12s	....		2 25
Enamel Laundry Starch, 40 pks. case	....		4 30
Celluloid Starch, 45 pkgs. case	....		5 50
Chinese Starch	....		10 00

Cereals Remain Firm

Montreal.

CEREALS.—With the summer months and the hot weather comes a dull season for cereals. There is no change in the prices reported but the corn market is reported very strong, and as a result cornmeal is very firm at the prices quoted.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 25
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 30	5 75

Coffee and Cocoa Unchanged

Montreal.

COFFEE.—The coffee market remains unchanged this week, although reports continue to come in of a very strong market.

COCOA.—No change is experienced in cocoa this week. The demand is very good and the manufacturers are succeeding in supplying the trade at least to meet immediate requirements.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Dried Fruits Remain Firm

Montreal.

DRIED FRUITS.—There has been no change in the price of dried fruit this week. There are some new lines on the market, especially in dates. The market is very firm and the demand is good.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 27
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 27
Ex. fancy	....	0 30
Lemon	....	0 45

Orange	....	0 44
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 24
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 25
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 7 Crown, lb.	....	0 52
Figgs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 25
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

High Market for New Teas

Montreal.

TEAS.—There is very little hope of there being easier prices on the new tea crops. The crops, that is the first picking, are reported to be very poor, and the prices will be high. The better grades of Ceylon and Indian teas remain high, while some of the poorer grades can be had more cheaply.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 70
Early picking	....	0 75
Finest grades	....	0 80
Javas—		
Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Goods Are Unchanged

Montreal

CANNED GOODS.—No change is reported on canned goods this week. The prices on many lines of jam have changed, but the present supply of canned fruits and vegetables continues to be sold at the prices that have prevailed. Some lines are very scarce, especially the finer lines of canned peas.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 85
Beans, Golden wax	2 00	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 80
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	2 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50

Walnuts and Pecans Easier

Montreal.

NUTS.—There is no decided change in the price of nuts this week. Walnuts are remaining very easy, and pecans are cheaper. The nut brokerages of Montreal report a fine market at the present time. The opening of summer resorts, navigation and the general call for the holiday trade has increased the peanut business to huge proportions. The prices remained practically as they have been for some time, except that some brands of peanuts, especially Spanish, are so high that the manufacturers are not attempting to prepare them.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 21
Do., "G"	....	0 21
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., Salted Java, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 43
Fancy splits, per lb.	....	0 38
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 38

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 00
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 90
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Pepper Reported Strong

Montreal.

SPICES.—Although there is no change in the prices this week the market on pepper is exceedingly strong. The hope that the beginning of the navigation season would ease prices has failed. The exchange on sterling has greatly affected the buying, and all hopes of an easing off of the market has been abandoned.

Allspice	....	0 22
Cassia (pure)	0 33	0 38
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 42
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 20
Do., per lb.	....	0 10
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20
Cream of Tartar, pure, French	....	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Pineapples Are Cheaper

Montreal.

FRUIT.—There is very little change in the fruit market this week. A very good supply of bananas has arrived in Montreal and the prices will be firm as quoted. Pineapples are coming in good supplies and they are quoted at 50 cents a crate lower this week.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	10 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 50
Cal. Navels—		
80s, 100s	....	6 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	10 50
Florida, case	....	6 00
Cocoanuts	....	13 00
Pineapples, crate	....	3 50

Potatoes Are Much Higher

Montreal.

VEGETABLES.—There is a tendency for lower prices on vegetables this week with better supplies of home-grown produce. Some lines of imported vegetables are off the market. Home-grown asparagus is offered at $5 a dozen. Beets are lower and offered at $6 a hamper. Cauliflower, imported, is off the market. Cabbage is $2 a crate lower. Some home-grown celery is offered at $2.50 a box. Potatoes are quoted much higher this week, being offered at $6.50 for 90-pound bags for all classes of potatoes. Most of the onions that have been prominent on the market have been withdrawn, and

only Texas onions are offered at $12 a sack.

Asparagus, Canadian, doz.	....	5 00
Beans, new string (imported) hamper	....	6 00
Beets, new, bag (Montreal)	....	3 50
Cucumbers, doz.	3 00	3 50
Chicory, doz.	....	0 50
Cabbage (Montreal), barrels	....	7 00
Do., crate	....	8 00
Carrots, bag	....	2 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	4 00
Mint	....	0 50
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	12 00
Do., Texas, crate	....	6 50
Oyster plant, doz.	....	0 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	6 50
Do., New Brunswick	....	6 50
Do., sweet hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
Florida lettuce (hamper)	....	9 00
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	5 50
Tomatoes (Florida), crate	....	12 00
New Carrots, hamper	....	1 75
Shalots, doz.	....	1 50
Wash. Celery	....	2 50

Hay Two Dollars Higher

Montreal.

HAY AND GRAIN.—There has been an advance in the price of hay this week. The best is offered at $33 per ton and the lowest price is $28. The grain situation is unchanged and supplies are very short. Mill feeds are almost unobtainable as the flour mills are nearly all shut down.

Hay—		
Good, No. 1, per 2,000 lb. ton	....	33 00
Do., No. 2	....	30 00
Do., No. 3	....	28 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 29½
No. 3 C.W.	....	1 24
Extra feed	....	1 24
No. 1 feed	....	1 23
No. 2 feed	....	1 21
Tough 3 C.W.	....	1 22
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60
Prices are at elevator		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

Prices on Flour Strong

Montreal.

FLOUR.—The flour market remains firm at the new advanced level. There is a big demand for flour for home consumption and it is hoped that the mills will be in full operation at an early date.

Spring Wheat Flour	....	14 75
Winter Wheat Flour	....	13 10
Blended Flour	....	14 20
Graham Flour	....	14 75
Whole Wheat Flour	....	14 75
Corn Meal Flour	....	11 30

ONTARIO MARKETS

TORONTO, May 21—Sugar supplies are scarce and improvement is not expected for several weeks. Corn syrups are up 50 cents per case. Breakfast food is higher. Starches are up one cent per pound. Coffee and tea remain firm. Maple syrup is higher, also cotton twine, jelly powders, Kkovah goods, chocolate, cocoa and salad dressing. Crisco is reduced 70 cents per case. Evaporated apples have weakened. Potatoes are very scarce. Southern fruits are arriving freely.

Sugar in Scant Supply

Toronto.

SUGAR.—Supplies of sugar continue scarce and just when supplies will be coming forward nothing can be learned with definiteness. The raw sugar market has firmed up and quotations are around 21 cents laid down in the port of New York.

St. Lawrence, extra granulated, cwt.	19	21
Atlantic, extra granulated	19	21
Acadia Sugar Refinery, extra granulated	19	21
Dom. Sugar Refinery, extra granulated	18	71
Canada Sugar Refinery, granulated	18	71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Corn Syrup Up 50 Cents Case

Toronto.

SYRUPS.—Corn syrups have again advanced. This is the largest single advance for sometime. The increase is 50 cents per case on the 2 pound cans and 60 cents on the 5 and 10 pound cans. The advance on bulk goods is one cent per pound.

Corn Syrups—		
Barrels about 700 lbs., yellow.	....	0 10¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		8 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Breakfast Food Higher

Toronto.

CEREALS.—The cereal market continues to rule firm. Manufacturers state that the present price of oats warrants an advance on rolled oats, but owing to some manufacturers having bought oats at the low price, continue to sell rolled oats around $5.25 per bag. Breakfast food has advanced to $9.00 per bag.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 25	5 75
Oat Flour	....	....
Corn Flour, 98s	....	5 50
Rye Flour, 98s	....	5 00
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100- lb. bbl.	....	8 00
Cracked wheat, bag	....	3 50
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas	....	0 11½
Graham Flour, 98s	....	7 00
Farina, 98s	....	6 20

Starches Up One Cent

Toronto.

PACKAGE GOODS. — All starches have advanced one cent per pound. Force has advanced 25 cents per case. Other package cereals are firm under unchanged prices.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	4 15	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 20
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12¾
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 14¼
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 16½
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	3 65
Farina, 24s	....	2 90
Barley, 24s	....	2 60
Wheat flakes, 24s	5 60	6 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	3 65
Do., pearl, case	....	3 65
Scotch Pearl Barley, case	....	2 60
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Coffee Market is Firm

Toronto.

COFFEE.—The coffee market is firm with the tendency to reach higher prices. Spot stocks are low, due to the difficulty of transportation.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	[illegible]	[illegible]
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52

Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Fine Teas Are Higher

Toronto.

TEAS.—Some lower grade teas have appeared on the market. Medium and finer grades, however, remain scarce and the market firm to higher.

Pudding Powders Higher

Toronto.

PUDDINGS. — Pure Gold puddings have advanced as follows: Custard $1.55 per dozen; chocolate, $1.50 per dozen; tapioca, $1.45 per dozen and arrowroot, to $1.55 per dozen. McLaren's Invincible jelly powders are up to $1.80 per dozen. Jello has advanced to $1.50 per dozen.

Maple Syrups Higher

Toronto.

MAPLE SYRUP.—Pride of Canada maple syrup has advanced to the following prices:—36 16-ounce bottles, $19.45 per case; 24 32-ounce bottles $23.05 per case; 24 2½-pound tins, $22.50 per case; 12 5-pound tins, $23.60 per case; 6 10-pound tins, $20.85 per case.

MAPLE SYRUP—		
2½-lb. tins, 24 to case	....	17 35
5-lb. tins, 10 to case	....	19 95
10-lb. tins, 6 to case	....	15 75
5 gal. Imp. tin, 1 to case	14 70	19 00
15-gal. keg, per gal.	2 90	3 50
16 oz. bottles, 24 to case	8 85	9 70
32-oz. bottles, 12 to case	....	9 15
Pure Maple Sugar, 1-lb. blocks.	....	0 40

Standard Peas Scarce

Toronto.

CANNED GOODS.—Canned peas are scarce. Campbell's soups have advanced to $1.85 per dozen. Aylmer No. 2 tins, peaches, have advanced to $4.15 per dozen. Niagara Falls peaches in No. 2 tins advanced to $4.50 per dozen. Strawberries and raspberries in No. 2 tins are up to $5.25 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 62½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Crisco Prices Reduced

Toronto.

CRISCO.—Crisco has been reduced 70 cents per case. The one and three pound cans are now $12.50 per case; 6 and 9 pound cans are now $12.35 per case.

Shelled Nuts Steady

Toronto.

SHELLED NUTS.—Shelled walnuts and filberts continue in a weak market. Shelled almonds are firm. Unsweetened cocoanut is quoted at 38 to 40 cents per pound. Sweetened cocoanut is quoted at 40 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 0[illegible]
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	....	0 33
Do., Marbot	....	0 30
Filberts, lb.	....	0 2[illegible]
Pecans, lb.	0 30	0 3[illegible]
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 20½
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	....	0 [illegible]
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	....	....
Pecans, lb.	....	1 10

Kkovah Goods Advance

Toronto.

KKOVAH GOODS. — Kkovah lines Salts are now $1.80 per dozen, custard powder, $1.70 per dozen. Egg substitute, $1.50 per dozen. Lemon pie filler, $1.45 per dozen.

Chocolate and Cocoa Higher

Toronto.

CHOCOLATE.—Walter Baker's chocolate advanced as follows:—Sweet Carcas, ¼s, to 45 cents per pound; Diamond Sweet, 1-6s, to 39 cents; Dot Sweet, ½s, to 48 cents per pound; premium, 1-4, 1-2s, to 52 cents per pound; Webb's cocoa powder is 46 cents per pound; Fry's cocoa advanced to 58 cents per pound.

Rice is Unchanged

Toronto.

RICE.—The primary market for rice is firm to higher. Supplies are difficult to obtain. A small shipment of a broken Siam rice has arrived and quoted at 11 cents per pound. Mandarin brand is quoted at 15¾ cents. A small lot of Texas rice has also arrived and is quoted at 18 to 18½ cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling	....	14 00

Cream of Tartar Scarce

Toronto.

SPICE.—The spice market is ruling firm. Spot stocks are not large and the new shipments to arrive will be quoted at higher figures. Ginger, nutmegs and cream of tartar are scarce.

Evaporated Apples Weak

Toronto.

DRIED FRUITS.—The evaporated apple market has weakened considerably during the past week. The demand, however, has far exceeded that of other years. Excelsior dates are quoted at $5.70 per case and Dromedary at $7.25 per case.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 18s	....	4 55
Candied Peels, American		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Tapa-Comarde, lb.	....	$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Cal., 10 oz., 12s, case	....	2 00
Prunes		
30-40s, 25s	....	0 31
40-50s, 25	0 25	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Some Lines Advance

Toronto.

MISCELLANEOUS. — Wethey's mince meat has advanced to $6.75 per case; dainty lunch mayonnaise dressing up to $2.90 per dozen; Keen's blue is now 27 cents per pound; Eddy's matches are $1.05 to $1.85 per case higher; cotton twine in cones is 95 cents per pound and in balls 98 cents per pound.

New Florida Potatoes Arrive

Toronto.

VEGETABLES.—Potatoes are very scarce. Quotations are $7.00 per bag. Southern vegetables are in good supply. Texas onions are lower, being quoted at $4.25 per crate. Head lettuce and cucumbers are also quoted lower. Local asparagus has appeared put up in baskets containing about 2 dozen bunches at $3.00 to $3.50 per basket. Florida potatoes are on the market and quoted at No. 1, $17.00 per barrel; No. 2, $15.00 per barrel; No. 3, $12.50 per barrel.

Carrots, per bag	2 50	2 75
Parsnips, per bag	....	....
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	....	....
Spanish Onions, large case	....	....
Onions, white, large sacks	....	....

Cauliflower, Col., standard crate	....	....
Potatoes—		
Ont., 90-lb. bags	....	7 00
Quebec, 90-lb. bags	....	7 00
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 75	2 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	....	6 50
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	....	6 00
Do., Texas, barrel	....	5 50
Do., Cal., case, 80 lbs.	....	6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	....	1 00
Rhubarb, outdoor, doz.	0 50	0 75
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	....	....
Mexican Tomatoes in lugs	....	....
Cucumbers, Florida, hampers	6 00	7 50
New Carrots, hampers	....	3 75
Asparagus, Cal., per case	5 50	6 50
New Beets, hampers	....	3 50
Wax Beans, hampers	....	5 50
Texas Onions, hampers	....	....
Do., crates	....	4 25

Pineapples Arrive Freely

Toronto.

FRUITS.—Cuban pineapples are arriving freely and quoted at $6.50 to $8.50 per case. Strawberries are selling at 45 cents per quart box. Bananas are ½ cent per pound higher. Grape fruit is also higher. California cherries have appeared on the market and selling at $7.00 per box of about 8 pounds.

Cal. Navel Oranges—		
80s, per case	....	5 00
100s, per case	....	6 00
126s, per case	....	7 25
150s, per case	....	8 00
176s, 200s, 216s, 250s, per case	....	9 00
Oranges, Valencias—		
126s, 150s, 176s	....	....
Do., Seedlings	....	....
Bananas, Port Limons	....	0 09
Lemons, Cal., 300, 360s	4 50	5 00
Do., Messinas, 300s	....	5 00
Grapefruit, Florida—		
64s, 70s, 80s, 96s, 126s	8 00	9 50
Grapefruit, Cuban—		
36s, 46s, 54s	....	....
64s, 70s, 80s, 96s, 126s	....	....
Apples, Nova Scotia—		
Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario—		
Spys, No. 1, bbl.	....	....
Do., Nos. 2 and 3	....	....
Baldwins	6 00	8 00
Box, all sizes, per box	5 00	5 50
Strawberries, pints	....	....
Do., qts.	....	0 45
Pineapples, Cubans—		
18s, 24s, 30s, per crate	....	8 00
36s, per crate	....	7 50
42s, 48s, per crate	....	6 50

Japanese Beans Weakened

Toronto.

BEANS.—The market for Japanese beans has developed a weak tone. Prices, however, to the retail trade remains unchanged.

Flour Quoted Higher

Toronto.

FLOUR.—Following the recent advance on wheat by the Canada Wheat Board, flour also advanced. Ontario winter wheat flour now quoted at $13.70 per barrel. Ontario spring wheat flour now $15.15 per barrel.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Ontario spring wheat flour, in jute bags, per barrel	....	15 15

Brazil Coffee is Higher

Winnipeg.

COFFEE.—Brazil coffee is very firm, and advanced about a cent a pound during the week. Santos and mild coffee are also much firmer. Supplies are short at the source, owing to the labor trouble in Brazil, and the shortage of crops in comparison with other years. This has a tendency to increase prices, as it is not unlikely that Santos will be much later in getting on the market.

Teas Unchanged

Winnipeg.

TEA.—The tea situation in London, England, is quite a little easier temporarily, but it is felt by the trade that this easement is due very largely to the anticipated trade arrangement with Russia not having yet materialized, and should this agreement be completed, all possibilities will show a rapid advance in price.

Pepper Remains Firm

Winnipeg.

SPICES.—Pepper remains firm. Paprika is a little easier. Nutmegs are higher. Japan Chillies for pickling will be higher this year than in former years.

Dried Fruits Firm

Winnipeg.

DRIED FRUIT.—The prune market advanced about 1½ cents a pound, and the general tone of strength throughout the entire line, caused primarily by old crop surpluses being packed up readily, and the indication of a reduced crop for this year. Reports from New York that holdings of dried fruits are now practically sold.

The Prune Association accepted order for the 12th of this month for new-packed prunes which they were booking at their opening price, which will be named later, and on the next day, they withdrew, advising they had booked all they wished for.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30s to 40s	....	0 29
40s to 50s	....	0 25½
50s to 60s	0 19	0 21½
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16½	0 19
90s to 100s	0 15½	0 17
In cartons, per carton	....	1 10
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20

Continued on page 50

WINNIPEG MARKETS

WINNIPEG, May 21—Refined sugar continues scarce and it will probably be the first of June before Eastern refineries resume shipping. Cane syrups have advanced, but supplies are very limited. Cereals, both bulk and packages, are firm. Brazil coffee is firm to higher. Spices are firm, especially peppers, nutmegs and chillies. Prunes are quoted higher. With the exception of oranges and bananas, the fruit market is bare of supplies. Vegetables are scarce. Flour has advanced 82½ cents per bag.

Refined Sugar is Scarce

Winnipeg.

SUGAR.—Raw sugar advanced two cents a pound this week on the New York market, and is now at a record price. Refined sugar continues very scarce, and reports that have recently come to hand state that in all possibilities, Eastern refineries will be resuming shipments to this Western province on and after the first of June. No change in Canadian prices.

Corn Syrups Are Strong

Winnipeg.

SYRUPS. — Cane syrups advanced about 80 cents a case this week but no supplies are available, and it is practically off the market.

Corn syrups are especially strong owing to the continued strength of the Canadian market. An advance is looked forward to. The Fort William factories, which supply large quantities for the Western trade, which have frequently been closed down, hope to be able to resume operations within a short time.

Package Oats Strong

Winnipeg.

PACKAGE GOODS.—As reported last week the rolled oat market is showing strength, due to the increased prices which have occurred on the oat market during the past week.

Canned Tomatoes Strong

Winnipeg.

CANNED GOODS.—Canned tomatoes are considerably stronger, due especially to the entire surplus stock of 1919 being sold to the export trade.

Several lines of canned fruits are becoming very scarce, and the tendency is that the new pack will be quoted at higher figures.

Peanut Market Active

Winnipeg.

NUTS.—Peanuts are in active demand. Other nuts are steady. Prices are unchanged.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 21.—Rolled oats have advanced 35 cents per bag. Pony matches are up $1 per case. Corn syrups have advanced 50 to 60 cents per case. All starches are up one cent per pound. Advances have also been registered on condensed mincemeat, Baker's cocoa and chocolate. Fra Bentos corned beef in 1-pound cans dropped to $4.15 per dozen. Creamery butter declined 4 cents per pound, now quoted at 64 cents. First shipment of California strawberries have arrived and are selling at $6.50 for a 20-basket crate.

Flour, 98s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 35
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 30	0 32
Butter, creamery, lb.	....	0 64
Do., dairy, lb.	0 50	0 55
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	14 50	15 00
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 22	0 25
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink, tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Grapefruit	....	7 00
Potatoes, Alta., per ton	120 00	130 00
Lemons	7 50	8 00
Oranges	7 50	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 21.—All markets are fairly steady with an upward tendency on most staples. Sugar stocks are decidedly low, some dealers reporting none to offer but shipments are expected from the West Indies soon. Rice advanced to $15.50. Cheese is still climbing and is now quoted at 33½ to 34 cents per pound. A big demand is noted for eggs and the market is firmer. Butter is easier, creamery now being quoted at 62 to 63 cents, and dairy at 55 to 56 cents per pound. Potatoes are slightly more plentiful and prices are $9.50 to $10 per barrel.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 65
Rolled oats	....	13 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	18 50	15 00
Molasses	....	1 70
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 33½	0 34
Eggs, fresh, doz.	0 46	0 47
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 30	0 30½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	....	0 42
Butter, creamery, per lb.	0 62	0 63
Do., dairy, per lb.	0 55	0 56
Do., tub	0 52	0 54
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	4 75	5 50
Bananas, per lb.	0 09	0 10

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, May 18.—Grocery markets are very unsettled here with only one reduction recorded during the week, that on butter. Wholesales are now selling at 62 cents a pound, a reduction of six cents over the previous week. Other foodstuffs which have been raised are syrups, starch, cheese and bacon. Flour is $11.80 a barrel. An advance in soaps is expected this week. Eggs remain at 45 cents a dozen. Potatoes are very scarce. Very few vegetables are to be obtained and what fruit is obtainable is very high.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour, bbl.	....	11 80
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, Creamery	....	0 62
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 49
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	....	3 75
Onions, Australian, per lb.	....	0 11

DON'T TAKE TROUBLE TO FIGURE

Continued from page 33

ments are, confidentially. I can say they are absolutely sound.

Note remarks about outstanding accounts being higher. He says others are troubled similarly. But he indicates that he does not intend to get careless. That is an excellent hint for everybody. Customers' accounts should be watched and curtailed now more rigidly than ever before for reasons I have insisted on for some time. They tend to drag. You must not let them drag. There never was a time when collections should be made more promptly, more closely, more insistently than now.

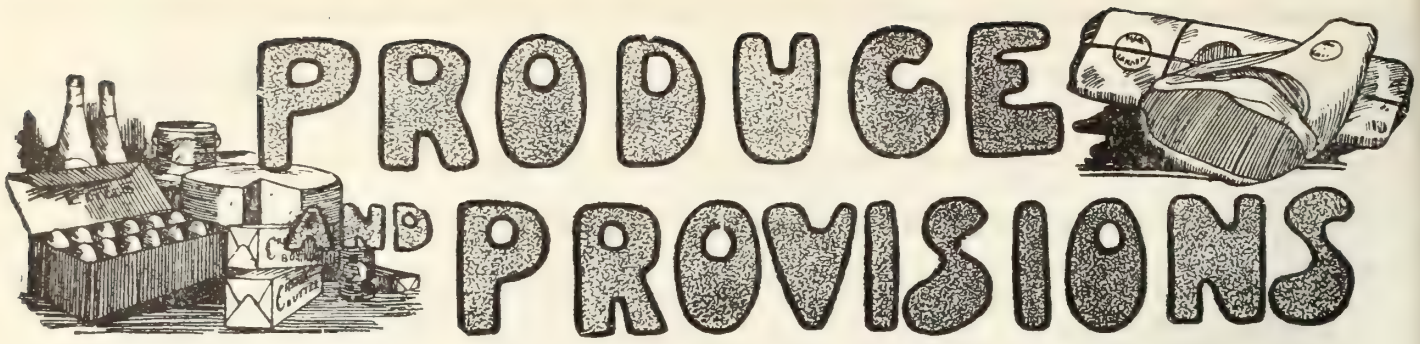
That idea of furnishing insurance companies with a schedule of replacement values on fixtures should be followed by all. As conservative practice inside should always be depreciated 10 per cent. a year and outside stuff 20 per cent. But now that costs are abnormal and fixtures cost much more than formerly, it is good business to list them for insurance purposes at full replacement value, and furnish such schedule to insurance companies. Then there is no room for question if you have a fire.

The remark that probably he could install an elaborate system for finding leakage and then have more system than business is sound. The important thing is that a man study his own problems himself. He then knows them intimately from his own daily analysis. He thus gets much more out of the study than he could if a third party did the work. Very likely in time he will produce $2,000 to $3,000 more net earnings. But probably he could not do this if he worked vicariously.

Study that analysis of expenses. Note the subdivisions and the fractional percentages into which the items are carried. It is impossible to carry such minute examinations too far.

What interests me most about this man's business is that I know his store very well. It is small and in a smallish town. The location is good for neighborhood business, but not prominent. There is no excitement about the place. It is run by few clerks—two or three being women—and the boss. The phones are operated quietly and deliberately. The boss has the air of knowing just what he is doing. The atmosphere is one of friendliness, cheerfulness, real refinement of intimate service and sturdy, but not obtrusive, efficiency.

I shall write more of this business for it is worth further study.



"Keep Goods Well Displayed" is the Motto of a London Merchant

The Story of a Merchant Who Believes in Advertising and Displaying in Windows and Counters as Many Lines as Possible—It is Important That the Same Position in Newspapers Should Always be Used

ADVERTISE continuously and persistently, but always have the merchandise you have been advertising well displayed in your store and in your windows so that buyers can see it when they come. Any number of people forget things they want, things which they have seen advertised and come down to buy unless they see those things right out on the counter before them or in the window. My experience is that you simply cannot keep too much merchandise out before the people."

This is the view expressed by Cliff Robinson, of London, Ont., to CANADIAN GROCER. He follows up his theories carefully and has proven that they are correct by the acid tests of actual results.

Keeps Same Place

"I try whenever possible, and that is nearly always," said Mr. Robinson, "to have my advertisements appear in the same position in the paper. There is a lot in this. People learn to look for my announcements on a certain page and get the habit of turning there to find what I have to offer. Advertising certainly pays well. By carefully checking up results I have decided that Friday is the day which produces the largest returns. For that reason we do our heaviest advertising on that day.

I always make a point of quoting prices and of having the figures set in much larger type than the other matter. I want people to know what the price is and to get my prices indelibly fixed in their minds.

An Important Matter

Price is an important matter. It is really the very first thing the buyer wants to know. Prices are shown in large figures not only on everything we advertise, but on articles shown in our windows and about the store. By featuring prices I do not mean that we feature low prices or that we try to cut prices. Exactly the opposite. There is nothing to be gained by offering cheap goods. The only result would be to get a cheap class of trade that would be most unsatisfactory in the long run. The people whom I aim to attract are those who are able to pay a fair price for good goods and are willing to pay it. There are plenty of such people and one of these customers is worth a dozen of the type that are looking for "cheap" stuff.

Windows a Good Ad.

I regard my show window as one of the very best advertising forces I have. As such I try to give it the care and attention it deserves and the window is kept clean and carefully dressed. All the attention we give our window pays

Window displays are a feature of the Cliff Robinson store, London, Ont.

The attractive interior of the Cliff Robinson store, London, Ont.

ten times over. The public generally, and housewives especially, are keen window shoppers. That they watch closely everything that is on display is snown by the inquiries we receive and by the sales that result.

One thing I aim to establish in my store is a friendly spirit between prospective buyers and my salesmen. I want everyone to feel that he is welcome in the store whether he buys anything or not. If a woman wants to come in and ask about something she has seen in the window or read about in our ads., we want her to feel perfectly free to come in and get information whether she buys or whether she doesn't.

Service Counts

This really simmers down to a question of service, and service is a mightily important factor to-day in building up and in holding trade. Buyers appreciate it and no buyers appreciate it more than housewives. Courteous service is an essential in success. We aim to be courteous always. The orders which come in over the phone are handled just as carefully and the woman doing the ordering is talked to just as courteously as if she were right with us."

Apropos of telephone business it might be mentioned that Mr. Robinson does a large trade "over the wire." Housewives who have learned that when he advertises certain goods he means what he says and that they will get just those goods whether they go down personally or order over the phone, send in their orders over the phone in scores. Confidence in the merchant and his goods is the basic principle behind the development of the telephone trade, says Mr. Robinson, and it is important to cultivate it, and once it is established to see that the confidence is never broken.

A Little Strategy

Mr. Robinson stated in connection with the dressing of his window that he has found that it pays well to show green stuff in connection with meats. Especially during the hot season, when the appetite of the average individual is liable to need a little coaxing, is a properly arranged window display of meats and fresh grown vegetables a trade bringer.

Mr. Robinson, during the hot weather, regularly arranges window displays that can only be described by the word "tempting." Imagine, for instance, the effect of a window full of nice cooked meats, banked with cool green lettuce, onions, and other vegetables, has upon a housewife who has been tramping around on a hot, dusty street. It immediately makes her think she is hungry and once the desire to buy is aroused it is only a question of making her selection.

"I always find," said Mr. Robinson, "that it pays to show seasonable vegetables with meat displays. One thing sells the other and we have greatly increased our turnover by following out this plan."

Prompt Delivery

Prompt delivery means a tremendous lt in establishing permanent relations between a store and its customers and this is a point to which Mr. Robinson gives the most careful attention. If an order is to be delivered at eleven o'clock he endeavors to have it at the house by the promised time. He says that once the housewives learn that a merchant is trying to accommodate them and give them service they will always come back for their next order of goods.

Store display is another important factor in building business, says Mr. Robinson. In addition to his fine broad counters with glass partitions, he has a silent salesman at the rear of the store filled with choice cuts and along one wall a general display. "The more merchandise he can keep on display," he says, "the more he is going to sell, as he endeavors to make the best possible use of every foot of display space.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 21—The produce market has shown on the whole a decline this week. There is, however, higher prices on cooked meats with the beginning of the hot weather. The demand is almost greater than the present supply and as a result the prices are forced to be higher. There is a tendency upward in the prices of bacon and hams are already higher. Cheese remains firm at the advanced price given last week. Eggs have dropped one cent a dozen this week and butter is one cent a pound lower. Fresh fish is in fairly good supply and lake fish are offered more freely on the market. There is no change in the price of shortening or margarine and the price of lard remains very firm.

Barrelled Meats Are Strong

Montreal.

BARRELLED MEATS.—No change has occurred in the price of barrelled meats during the week. There is a big demand for exportation and the market is recorded as being very strong.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Fresh Meat Prices Firm

Montreal.

FRESH MEATS.—There is no change in the price of fresh meats this week, although the market is reported to be very strong. The price on live hogs remains firm. A large export trade in meats has commenced and a strong market may be looked for as a result.

FRESH MEATS

Hogs, live (selects)	....	0 21
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	....	0 29
Fresh Pork—		
Legs of pork (foot on)	....	0 36
Loins (trimmed)	....	0 41
Loins (untrimmed)	....	0 37
Bone trimmings	....	0 23
Trimmed shoulders	0 26½	0 29
Untrimmed	....	0 28
Pork Sausage (pure)	....	0 25
Farmer Sausages	....	0 20

Fresh Beef -

(Cows)			(Steers)
$0 22	$0 28	..Hind quarters..	$0 25 $0 30
0 12	0 15	..Front quarters..	0 14 0 18
....	0 40	..... Loins	.... 0 44
....	0 28	..... Ribs	.... 0 30
....	0 15	.... Chucks	.... 0 16
....	0 22	..... Hips	.... 0 24

Calves (as to grade)	0 22	0 28
Lambs 50-80 lbs. (whole carcass), lb., frozen	....	0 32
Do., fresh	....	....
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	....	0 20

Butter Drops Another Cent

Montreal.

BUTTER.—There has been another drop in the price of butter this week. 58 cents a pound is asked for creamery print. This is the second drop within two weeks and there is a very good supply of butter on the market. The demand in Europe is considerable, a large amount of exportation going on.

BUTTER

Creamery prints, qual., new	....	0 58
Do., solids, quality, new	....	0 57
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Margarine Prices Unchanged

Montreal.

MARGARINE.—There is no change in the price of margarine this week. Quotations are very firm at 37 cents. However, on account of the drop in the price of butter, this week the price of margarine is very weak.

MARGARINE—

Prints, according to quality, lb.	....	0 37
Tubs, according to quality, lb..	0 31	0 35

Lard Prices Remain Firm

Montreal.

LARD.—Lard remains firm at the prices quoted last week. There is a big demand for exportation and the home consumption is very large.

LARD—

Tierces, 360 lbs.	....	0 28¼
Tubs, 60 lbs.	....	0 28¾
Pails, 20 lbs.	....	0 29
Bricks	....	0 31

No Change in Shortening

Montreal.

SHORTENING.—There has been no change in the market this week on shortening. The prices are very firm with a good demand.

SHORTENING—

Tierces, 400 lbs., per lb.	....	0 26½
Tubs, 50 lbs., per lb.	....	0 26¾
Pails, 200 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	....	0 27¼

Eggs Lower This Week

Montreal.

EGGS.—There is a change this week in the price of eggs. There has been a drop of 1 cent a dozen on account of a better supply on hand. The present price of eggs is 54 cents a dozen.

Cheese Prices Very Firm

Montreal.

CHEESE.—The high price on cheese is very firm this week. A great amount of exportations has accrued already this week in theese. There is a large market open in Europe with a very short supply. The present price of cheese is not expected to be the maximum for the summer months.

CHEESE

New, large, per lb.	....	0 30½
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy, old cheese, per lb.	....	0 33
Quebec	....	0 31

Bacon Prices Are Higher

Montreal.

BACON.—There is a slight change in the bacon market this week. Higher prices are asked for better class of bacon. Breakfast bacon is quoted from 44 cents to 56 cents a pound for the choicer cuts. Picnic ham has increased 1 cent a pound and is quoted at 31 cents. Smoked hams have also increased on account of the greater demand during the hot weather.

BACON—

Breakfast, best	0 46	0 56
Smoke Breakfast	....	0 41
Cottage Rolls	....	0 37
Picnic Hams	....	0 31
Wiltshire	....	0 46
Medium Smoked Hams—		
Weight, 8-14, long cut	....	0 32
Do., 14-20	....	0 37
Do., 20-25	....	0 34
Do., 25-35	....	0 27
Over 35	....	0 26

Cooked Hams Are Higher

Montreal.

COOKED MEATS.—With the advent of the warmer weather and the increased demand for cooked meats, higher prices are in force. Cooked hams have taken a big jump this week and is quoted as high as 60 cents a pound. The rest of the cooked products are higher on account of the increased demand and the shortage of supplies.

Jellied pork tongues	....	0 46
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 54	0 60
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 75
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 64

Some Lake Fish Arrive

Montreal.

FRESH FISH.—The supply of fresh fish coming is only sufficient to meet the demand. There is considerable tie-up in the transportation and although there is a very good supply of fish in transit it has not yet arrived in Montreal. The fresh lake fish is coming very slowly, but a good supply is expected during the week. Lake trout, white fish, and brook trout feature the fish market this week. There is a fair supply of this fish on the market and the prices are very reasonable. Halibut, haddock and cod are also in good supply. There is no change in the price of fish, however, this week.

FRESH FISH

Haddock	....	0 07½
Steak cod	....	0 10
Market cod	....	0 06½
Mackerel	....	0 18
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 50
Salmon (B.C.), per lb., Red	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Halibut	....	0 24

Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 20
Pike	....	0 13
Perch	....	0 13
Fresh eels, each	....	0 40
Fresh Herrings, each	....	0 03
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	....	16 50
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per lb.	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Small Demand for Poultry

Montreal.

POULTRY.—The poultry market continues to be very short. There are very few offerings on the market this week. The prices are unchanged and there is very little demand at present.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, May 21—There are not many changes in the produce and provision markets. Fresh meats are steady. Cooked hams are higher. Cheese is firmer. Butter and eggs have weakened and quotations are lower. Shortening, lard and margarine are ruling steady. Broilers are arriving and quotations are high.

Fresh Meat Prices Steady

Toronto.

FRESH MEATS.—There is no change in the market for fresh meats. Prices are ruling steady under advances of last week. A few spring lambs are offered at $12.00 to $16.00 each. Other lines remain as quoted below:

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	25 00	27 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 37½
Loins of pork, lb.	....	0 42½
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 60
Spare ribs, lb.	....	0 23
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 29½
Boston butts, lb.	....	0 37
Montreal shoulders, lb.	....	0 30
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 27	0 30
Front quarters, lb.	0 16	0 17
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 38	0 42
Hips, lb.	0 24	0 26
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 25	0 28
Spring lamb, each	12 00	16 00
Yearling lamb, lb.	0 30	0 33
Sheep, whole, lb.	0 18	0 23

Above prices subject to daily fluctuations of the market.

Bacon and Hams Firm

Toronto.

PROVISIONS.—Hams and bacon are ruling firm. Hams are rather in scant supply and quotations are 41 to 43 cents per pound. Breakfast bacon is quoted at 42 to 52 cents per pound, according to the cut and trim.

Hams—		
Medium	0 41	0 43
Large, per lb.	0 34	0 35
Heavy	0 30	0 31
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 10 to 12 lb.	....	0 27
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	49 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:		
Heavy	....	54 50
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Up One Cent

Toronto.

COOKED MEATS.—The demand for cooked hams is increasing and quotations are one cent higher. Prices now range from 58 to 61 cents per pound. Other lines of cooked meats are in good demand.

Boiled hams, lb.	0 58	0 61
Hams, roast, without dressing, lb.	0 59	0 62
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 63
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Firm Market for Cheese

Toronto.

CHEESE.—The cheese market is firm. Quotations are 32 to 33 cents per pound for both old and new cheese.

CHEESE—		
Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

The Egg Market is Weak

Toronto.

EGGS.—The egg market is weak and quotations are lower. Dealers are of the opinion the market is due for further declines as packers are showing the reluctance to pay the high prices asked for storage purposes.

EGGS—		
Fresh	....	0 53
Fresh selects in cartons	....	0 55

Prices shown are subject to daily fluctuations of the market.

Shortening Rules Steady

Toronto.

SHORTENING.—There is no change in the market for shortening. The demand is active and quotations range from 27 to 28 cents per pound, tierce basis.

SHORTENING—		
1-lb. prints	0 29½	0 30
Tierces, 400 lbs.	0 27	0 28

Butter Market Declines

Toronto.

BUTTER.—The butter market has a tendency to decline. Quotations this week for creamery is 60 to 63 cents per pound.

BUTTER—		
Creamery prints	0 60	0 63
Dairy prints, fresh, lb.	0 53	0 55
Dairy prints, No. 1, lb.	0 52	0 54

Margarine is Unchanged

Toronto.

MARGARINE.—There is a normal demand for margarine. Quotations are unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Quiet Market for Lard

Toronto.

LARD.—The lard market is quiet. Prices are 27 to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27	0 28

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Fresh White Fish 23 Cents

Toronto.

FISH.—Fresh white fish is arriving freely and quoted at 23 cents per pound. The market generally is quiet.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	....
Do., heads on, lb.	....	0 09
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	....	0 23
Fresh Herring	....	....
Flounders, lb.	0 09	0 10
FROZEN FISH		
Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Halibut, chicken	....	0 25
Do., Qualla	0 10	0 11
Do., medium	0 20	0 23

Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 18
Herring	....	0 09½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 13
Fillets, lb.	....	0 18
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Broilers 80 Cents Pound

Toronto.

POULTRY.—Live poultry is arriving in fair quantities. Dealers are paying 60 cents per pound for live broilers and selling to the retail trade at 80 cents per pound dressed.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 40	0 45
Roasters, lb.	0 30	0 35
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 37	0 37
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 30	0 35

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 32 — 0 40
Chickens, spring	....
Ducklings	0 35 — 0 40
Geese	0 25 — 0 30
Turkeys	0 45 — 0 55

WINNIPEG MARKETS

WINNIPEG, May 21—The provision and produce market shows considerably more strength than has been shown for some past weeks. Live hogs are around 21c per pound and there is still every indication of an increase in the next few days. The cheese market remains firm, while the creamery butter market is weakening. Dairy butter is still very scarce. Eggs are arriving freely and some nice quality eggs are being offered to the trade. The fish market has been quite up to the average.

Hogs Are Quoted Higher

Winnipeg.

FRESH MEAT.—The hog market advanced 75 cents per cwt. this week, and all predictions favor a similar advance within a very short time.

HOGS—		
Selected, cwt.	21 00	21 50
Heavy, cwt.	....	19 50
Light, cwt.	....	20 50
Sows, cwt.	....	17 50

Eggs Arriving Freely

Winnipeg.

EGGS.—Eggs are arriving in large quantities and good grades are being offered to the trade ranging around 47 cents a dozen.

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market is firm. Prices are unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Weak Market for Butter

Winnipeg.

BUTTER.—Creamery butter has developed a weak tone. Quotations have declined 2 cents per pound. Dairy butter is unchanged.

Dairy butter, best table goods	....	0 55
Creamery	....	0 70
Margarine	....	0 38

Fish Market Active

Winnipeg.

FISH.—The fish market has been especially active this week, and no changes in price are noted.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, cases 300 lbs., chicken	....	0 17
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	....
Do., Western, 20-lb. boxes, box	....	....
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	....
Do., Western, 20-lb. boxes, box	....	2 20
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	....
Do., Mixed, 9-lb. pails, per pail	....	....
Labrador Herring, 100-lbs. bbls.,		

GENERAL MARKETS

Continued from page 44

9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	....	0 33
50-lb. boxes, choice, fancy, lb.	....	0 30

Bean Market Firm

Winnipeg.

BEANS.—The primary bean market has shown considerable strength during the week, but it has not affected Winnipeg prices as yet.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	....	0 13

No Change in Rice Market

Winnipeg.

RICE.—The rice market is practically the same as was reported the past few weeks. Prices are unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 18½
No. 1 Japan, 100-lb. sack, lb.	....	0 18
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18½
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 12½
Do., in less quantities	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Fruit Supplies Low

Winnipeg.

FRUIT.—The wholesalers are cleaned up on all fruit supplies. Very few lines are coming in. Practically the only lines arriving freely are oranges and bananas. There will be very little offered to the trade for the holiday.

Vegetable Market Quiet

Winnipeg.

VEGETABLES.—The vegetable market has had a quiet week, owing to the various difficulties to get goods. Prices remain the same.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	....	4 50
Carrots, per cwt.	....	5 00
New carrots, per lb.	....	0 07
Texas onions, per bushel	....	6 00
New Zealand onions, 100-lb. crate, per crate	....	11 50
Cabbage, per lb.	....	0 07½
Tomatoes, per 40-lb. crate, per crate	....	23.00
Fresh rhubarb, per case	....	4 50
Head Lettuce, per case	....	6 00
Do., per dozen	....	1 75
Leaf Lettuce, dozen	....	0 65
Radishes, per dozen	....	0 65
Green onions, per dozen	....	0 60
Asparagus, per case	....	5 00
Spinach, per case	....	2 50

Flour Has Advanced

Winnipeg.

FLOUR.—Flour has advanced 82 1-2 cents per bag. Quotations are now $7.55 per 98 pound bag.

VANCOUVER

Corn Syrups Have Advanced

Vancouver.

SYRUPS.—Corn syrups have advanced 90 cents per case. There is an active demand and the market is quite firm.

Starch Up One Cent

Vancouver.

STARCH.—All starches, both laundry and corn starch, have advanced one cent per pound.

Jams Are Higher

Vancouver.

JAMS.—An advance of $1.25 per case has been registered on compound jam, the quotation now being $11.50. Hawaiian pineapple is very scarce.

Package Oats Are Higher

Vancouver.

CEREALS.—Package rolled oats have jumped 90 cents per case. The price is now $6.50 per case.

Lard One Cent Higher

Vancouver.

LARD.—The lard market is strong and quotations are one cent per pound higher.

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"Veribest" makes lighter, flakier cakes, pastry and biscuits. It will stand 476 degrees of heat without burning. It will not smoke up the kitchen. Mention these facts to your customers.

"Veribest" is the lard for you to sell. There is no shrinkage to make good. There is no lard wasted by sticking to ladles and large containers and you increase your trade by making satisfied customers.

Armour's advertising is making the name of *"Veribest"* a household word. *"Veribest"* lard is kept up to a high standard of quality. The quality must be retained to meet the claims made for it and keep old customers and make new friends everyday. When you sell "Veribest" lard you have quick turnover, better profits and least selling effort.

Order "Veribest" To-day.

Armour's QUALITY PRODUCTS

Branch Houses:
Toronto: Ont.
Montreal, Que. Hamilton, Ont.
St. John, N.B. Sydney, N.S.

ARMOUR AND COMPANY
HAMILTON - CANADA

Brunswick Brand Sea Foods

Get the most out of your fish sales

A full line of Brunswick Brand Sea Foods will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.

Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him to-day.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

A small sample order will show you just what an excellent selling line they will make in your meat department.

SCHNEIDER'S
COUNTRY PORK
SAUSAGE

An absolutely all pure pork meat article done up in real farm style.

Their delicious flavor and dependable quality combined with the excellent profit they offer makes Schneider products favorites on both sides of the counter.

Send for our quotations on smoked meats

J M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57 57

Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

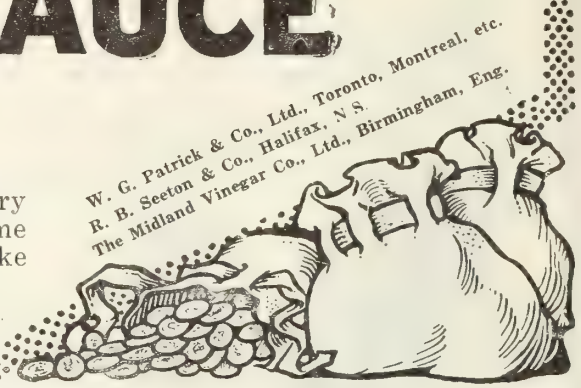
E. W. Jeffress
Limited
Walkerville, Canada

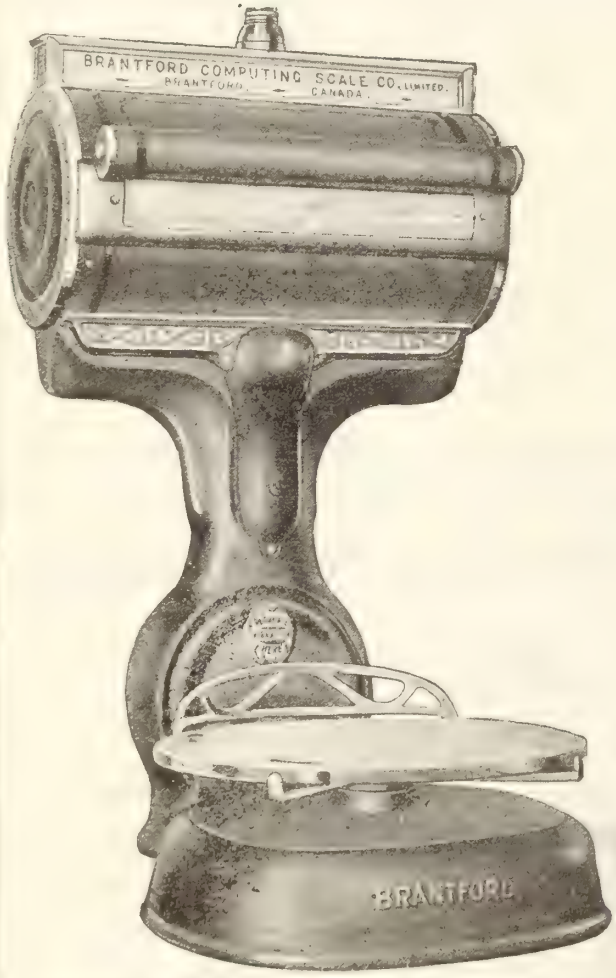
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

H.P. SAUCE

Sells by merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.





Brantford Computing Scales

Accurate and Distinctive

These handsome scales are accurate in performance, figures are readily readable and the scales sufficiently distinctive in appearance to enhance the most desirable surroundings and their construction is such as to permit them being easily cleaned. In all sizes and types for every use.

Made-in-Canada.

Send for illustrated Catalogue.

Brantford Computing Scale Co., Limited

BRANTFORD - CANADA

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

The Grocer Knows the Force of this Advertisement

By Appointment

Leadership Absolute

LEA & PERRINS'—the first Worcestershire Sauce—stands today, as 80 years ago unapproachable in *Quality*. No other sauce can duplicate the subtle and charming piquancy or add such zest to appetite. Its strength and goodness are as unvarying as its worldwide popularity and preference. 61

Lea & Perrins

THE grocer knows that Lea & Perrins' sauce has no equal for quality—his customers also know it.

So our advertisements to your customers are reminding them of what they already know.

Our advertisements to you are reminding you of what you already know, namely, that high class goods attract first class trade.

Lea & Perrins

The *ORIGINAL* Worcestershire Sauce

HAROLD SEDDON
137 McGill Street, MONTREAL, Special Agent

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Furnivall's FINE FRUIT PURE JAM

Reigns supreme in the Kiddies' Kingdom and the slogan after school for the active boy and girl is "Furnivall's Jam."
Made from pure fruit, and you will find your customers constantly demanding this delicious jam, as it is a substantial food and also a saving on butter for hurry-up lunches.
You will be surprised at the profit in the sale of FURNIVALL'S Fine Fruit Pure Jam.

FURNIVALL-NEW
Limited
Hamilton - Canada

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grainger & Co., 406 Parliament St. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cluff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

Purity Attracts

Therefore, all Malcolm products will appeal to the most discriminating housewife.
Your customers will be demanding Malcolm's milk products more than ever through their increasing reputation of efficiency.
Place your order now to insure an early shipment.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

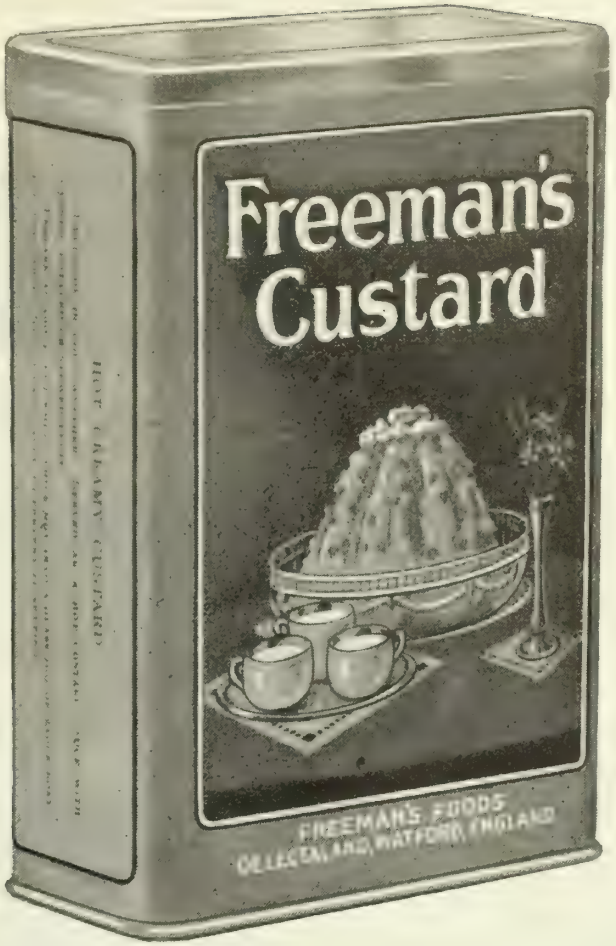
in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.



OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

APROL

Show a Bowl of Salad made with AprOl

Let your Customers taste it

This idea has proven successful in many parts of Canada and United States.

Once **AprOl** is sold to a Customer you are always sure of repeat orders.

AprOl is advertised in most of the leading newspapers and trolley cars in Canada.

Order from your Wholesaler.

W. J. Bush & Co.
(Canada), Limited

National City, California. Montreal. Toronto

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

A wholesome production from the pure cane to the purest refined granulated sugar — then called Royal Acadia Sugar.

It has a reputation that will bring you repeat sales and a profitable trade.

Your highest recommendations of Royal Acadia Sugar are justified, as it possesses every quality that will give perfect satisfaction.
"Every Grain Pure Cane."
Sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, half-barrels and barrels.

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

The year-round drink

Marsh's Grape Juice has proven itself a popular year-round seller. Grocers everywhere selling Marsh's Pure Concord Grape Juice report excellent sales and profits.

The delicious rich Concord flavor so apparent in Marsh's will turn your casual grape juice orders to constant repeats. Try a small sample order and prove to yourself its great sales ability.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company Limited
Toronto and Montreal

There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for old Jute Sugar Bags and Cotton Liners.

(Regular market—no quantity too small or too large)

Scientific Reclamation of Commercial Waste

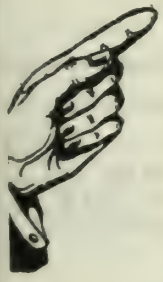
E-PULLAN
TORONTO

RICE
RICE FLOUR
RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL



Economy

Cow Brand Baking Soda, because of its extra strength and purity, lasts longer and gives better results than any other brand.

For years the name Cow Brand has stood for greater economy, better value and reliability—a fact that has made Cow Brand the greatest seller in its line.

Church & Dwight, Ltd.
MONTREAL

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.
Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company
Southam Bldg. [Montreal

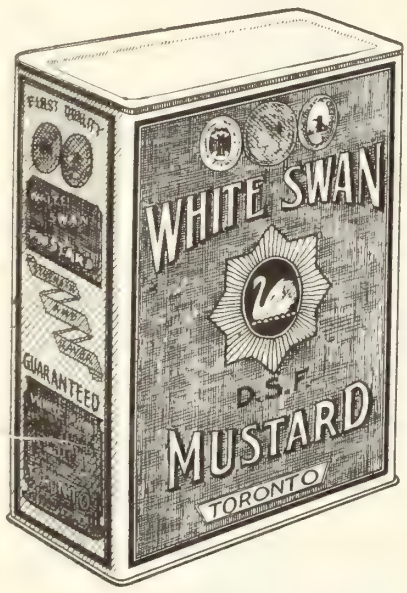
TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

White Swan Mustard

The Mustard with the "nip"



"It has the Nip"

Yes, Mr. Grocer, it is *the big selling mustard* that is superior in strength and flavor to any imported brands and it costs you a good deal less.

¼ pounds at.... $2.25
½ pounds at.... 4.00

White Swan Spices & Cereals
Limited
Toronto - Canada

FLOUR IS THE BIG ITEM

Count up the number of times flour appears in some form or other on the daily bill of fare—bread, toast, biscuits, pies, cakes, puddings, thick soups, gravies and sauces and a host of other dishes. The grocer who sells

PURITY FLOUR

has first chance of selling his customer all these other supplies. Broaden your sales by selling the popular Purity Flour.

Western Canada Flour Mills Co., Limited
Head Office - Toronto

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtney, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

Turkish Delight

or

Harem Lou Kown

The Favorite Confection with European Society.

The only Genuine Turkish Delight, made from Turkish Formula, same as made in England and Europe.

Try a case of 100 lbs. ***Write us for prices and samples.***

Sole Agents for Canada :

DOMINION SALES COMPANY

Southam Bldg., Montreal, P.Q.

SALES AGENTS:

C. T. Nelson, Victoria, B.C.
E. V. Gibson Co., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS
Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

LABOR SAVERS
—as good as a maid

HOUSEWIVES everywhere in Canada depend on Imperial Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss to save them time and work in their daily household duties.

In dozens of ways these Imperial products serve the housewife's needs and save her time. Are you getting your share of the business?

Mention Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant occasionally in your newspaper and dodger advertising and occasionally make a window or counter display. Do so and you will note a healthy increase in business and ***profits.***

Check up your stock to-day.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

Junket Powder

NESNAH

is a Junket in powdered form—made in a jiffy. It comes in four flavors in attractive packages, retailing for 15 cents. Its great economy and deliciousness will appeal to your customers.

Junket
MADE *with* MILK

The quick, economical and delicious dessert in tablet form that has won the hearts of busy housewives. Its wide variety of uses makes it a big, steady seller. In 10 tablet packages retailing at 15c with a good profit.

Try a sample order.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS and Co.
32 FRONT ST. WEST, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 85
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.S.F., 1 lb.	.....
F.D., ¼-lb.	.....
	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

This Silent Salesman Makes

QUICK TURNOVERS

Packed in this attractive container, placed in a prominent position on your counter, a gross of

Sunset Soap Dyes

moves quickly into your customers' hands with minimum sales effort on your part.

22 beautiful, brilliant colors—**real** navy blue, **real** black, real dark brown and purple, and the other popular colors.

SUNSET SOAP DYES
DYE ALL FABRICS
COTTON-WOOL-SILK-LINEN-IN ONE DYE BATH
"The Most Wonderful Dyes in the World"
MAKE OLD FABRICS LOOK LIKE NEW
NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Canada
BLACK
SUNSET SOAP DYES

Sunset Soap Dyes are attractively and consistently advertised to consumers through the leading women's magazines and other publications of national influence. The display container on your counter ties up your store with our advertising and the goods move rapidly.

Sunset is the **complete line**—absolutely fast—dyes all fabrics—made in all colors—cleans articles while dyeing them, does not stain hands or utensils. Why tie up your money in half a dozen different kinds of dye when you can please every customer with Sunset? There is good profit for you, and the repeat sales are wonderful.

Ask your jobber for prices and discounts, or write to Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & CO., Inc.

Toronto, Canada 171 Madison Ave., New York

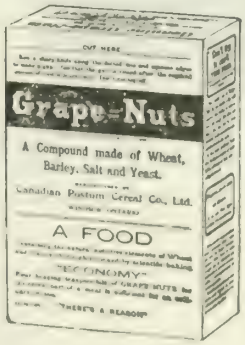
Manufactured by NORTH AMERICAN DYE CORPORATION, Ltd., Toronto, Can., Mount Vernon, N.Y.

Grape-Nuts

A Staple Among Specialties---

There's good profit for the retailer on Grape-Nuts—a profit certain to grow in volume through continually increasing demand.

Good advertising brings new buyers—merit makes them steady customers—and our broad co-operating sales policy makes the business on Grape-Nuts attractive.



Sale Guaranteed

Canadian Postum Cereal Company, Ltd., Windsor, Ont.

HANSON'S

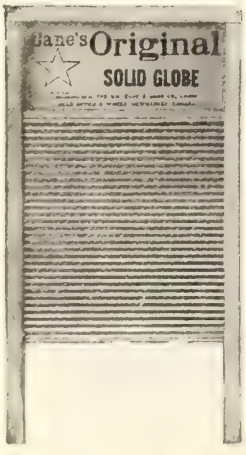
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

The J. H. Hanson Co., Ltd.

244 Paul St. West MONTREAL



Cane's Washboards

Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.

Limited

NEWMARKET, ONTARIO

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.

Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,

14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6.00
Do., 3 lbs.	3.05
Superb Self-Raising Flour, 6 lb.	5.80
Do., 3 lb.	2.95
Crescent Self-Raising Flour, 6 lb.	5.90
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg. doz.	1.50

PINEAPPLES

Now coming forward from Cuba and prices will recede as season advances.

We are large pineapple dealers and import only the best marks.

Asparagus Head Lettuce

Strawberries

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

'PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph Established 1861 Ontario

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Brooms

Brushes

Baskets

Walter Woods & Co.

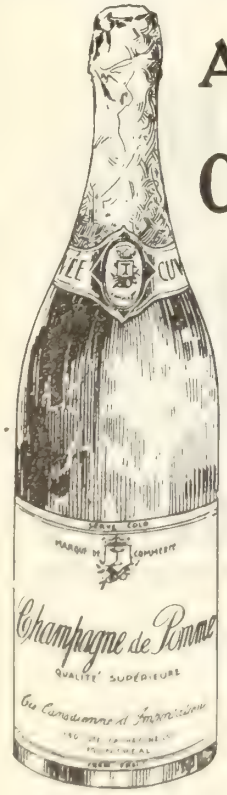
Hamilton and Winnipeg

FIVE DOLLARS REWARD

if you get this man. He will be in every retail grocery store, so if you recognize him, place your hand upon his shoulder and say: "You are Mackay, who makes 'CREAM OF BARLEY,' that delicious breakfast food cooked in three minutes. I have eaten it, it is fine." Clerks and proprietors of stores are entitled to this reward if you recognize this man. Keep your eye out for him. He will be your way shortly.

JOHN MACKAY CO., LIMITED

Bowmanville, Ont.



A New Drink

Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

WHEAT PRODUCTS TO ADVANCE

Following the recent advance on wheat by the Canada Wheat Board, products composed of wheat, such as flaked wheat, cream of wheat, farina and breakfast food will also show advances in the near future.

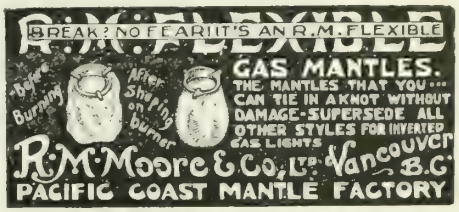
NEW GRECIAN CURRANTS ARRIVING

New Grecian currants are arriving freely, of good quality and prices are reasonable.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
After Burning
After Shaking on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over $80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

BEST GENERAL STORE IN PETERBORO, Ont., for sale. $75,000 turnover. A money maker. Apply R. C. Braund.

CHEESE CUTTER FOR SALE—NEARLY NEW. Sell cheap. Apply Hollingshead 860 Danforth Ave., Toronto.

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. **Dorchester, Mass.**

Established 1780

WANTED

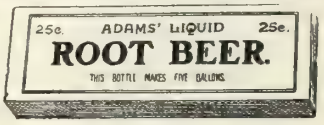
LINE WANTED—TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED — SALESLADY, ALSO CASHIER for Summer Resort, near Toronto. Must understand the grocery business. Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

SMART YOUNG MARRIED MAN WHO CAN invest up to $2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR HOME MADE

SUMMER DRINKS



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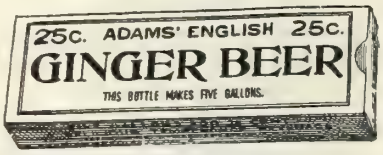


25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes, $2.10 per dozen, $24.00 per gross.
15c sizes, $1.20 per dozen, $14.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LIMITED

MacNab St. & Market Sq., Hamilton, Ont.

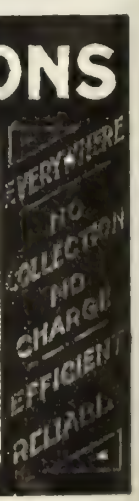
OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

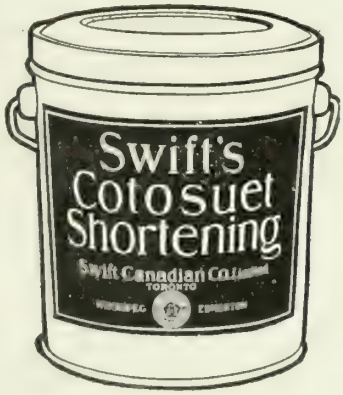
Laprairie (Montreal) Que.



Shortening that *Sells*

YOU will find profit and pleasure in selling

Swift's Cotosuet Shortening



YOU can recommend it with perfect confidence at all times.

Its quality is unaffected by variations of weather.

It is packed in sanitary, convenient tin pails (5 sizes) to retain its original freshness.

Easy to Handle — Profitable to Sell

Order from our Salesmen or Direct

Swift Canadian Co.

Limited

Toronto **Winnipeg** **Edmonton**

The Dayton Salesman will be a life-long friend

Some salesmen we never want to see again. Its a hard thing to say, but we all know it's true. The Dayton Scale man who sells you your Dayton Automatic Scale, or Silent Meat Slicer or Computing Cheese Cutter will certainly find a welcome in your store every time he comes around. He will put money in your pocket every day in the year. He has a big fund of business information and trade news, too, that will always be interesting. If you haven't a Dayton, give our salesman a chance. You'll be the biggest gainer.

"If it's a Dayton, it's Right"

Made in Canada. Send for Catalogue.

DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

Royce and Campbell Ave.
Toronto

Frank E. Mutton
Vice-Pres. and Gen. Mgr.

Branches
In All Principal Cities

Also Makers of International Time Recorders and Hollerith Electric Tabulators

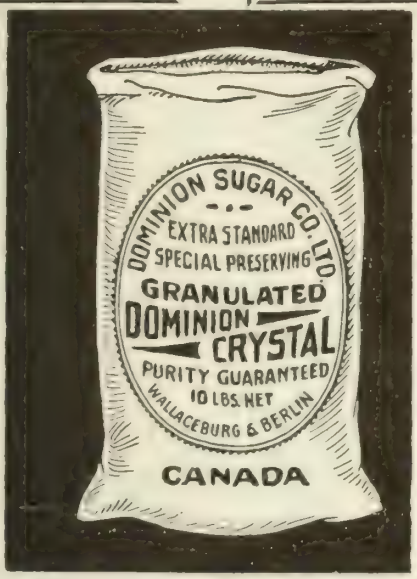
FEATURING SUMMER BEVERAGES

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, MAY 28, 1920 No. 22



Called For By Thousands, Daily

The women who daily ask their grocers for Dominion Crystal Sugar, stipulate this brand because they can depend upon the uniformity of its quality and granulation.

DOMINION CRYSTAL SUGAR

is refined in a modern and elaborate refinery. Here is extracted the rich sweetness of the sugar beet, and refined into pure, sparkling sugar crystals.

More and more people are asking for Dominion Crystal Sugar as its merits become more widely known. And grocers feature this brand *strongly*—having found it so dependable.

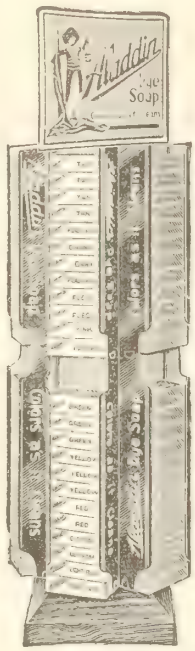
The Dominion Sugar Company, Limited

HEAD OFFICE: CHATHAM

Refineries at:

Chatham, Wallaceburg and Kitchener

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.



THIS REVOLVING DISPLAY STAND

will do the selling for you

People like to turn things—women, when they see this stand on your counter, will instinctively give it a turn. With each turn, a new color suggestion comes into view—and a sale will thus often be made while you are selling another customer.

Let this silent salesman sell Aladdin for you—put it on your counter and watch results.

The Stand is given free with your first order for an assortment of Aladdin. As the cakes begin to go, you fill up the blank compartments with the needed colors, from your reserve stock of Aladdin.

When you order your first assortment of Aladdin be sure to ask for one of these Stands. They are substantially built of steel in mahogany finish—2 feet 4 inches in height and 7 inches wide—a really attractive Counter Novelty that will harmonize with the fixtures of the finest of stores.

Order an assortment of this wonderful new product. It pays you a good profit, and will prove one of the best sellers you ever welcomed to your store.

In ordering mention name of jobber through whom you wish order filled.

Aladdin Dye Soap

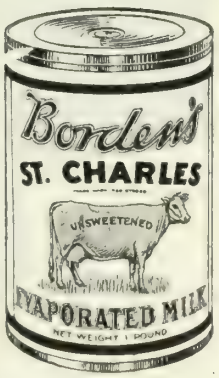
CHANNELL CHEMICAL CO., LIMITED, DISTRIBUTORS
TORONTO

CANADIAN GROCER ... Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter June 5, 1913, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Canada's National Milk

Do your customers know that—



Borden's St. Charles Evaporated Milk will whip like cream—that it is absolutely pure, rich country milk — *with the cream left in* — that half a dozen tins always on the shelf will solve the summer milk problem with the greatest economy —that it can be used for every purpose that milk or cream may be put to, and last of all, that it is the safest milk — for their children — for their cooking—for their table? Tell them these facts, Mr. Grocer, and the increased profits will handsomely reward you.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce.

Your customers, Mr. Grocer, always want quality, but these days they also study economy. If you give them CLARK'S PORK & BEANS they know they are getting the highest quality at

REASONABLE COST

You also are benefiting by the ready sale, the quick turnover and the satisfied customers who come back for MORE.

STOCK UP NOW
DEMAND IS BRISK

W. Clark, Limited Clark's **Montreal**

TEA

Selection is the primary consideration in importing Teas. Through our direct offices in the Far East we are in a position to offer the best selections coming from the producing countries.

CEYLONS	**CHINAS**
FORMOSAS	**JAPANESE**
INDIAS	**JAVAS**

Shipment direct from the Orient to Vancouver, or from New York and San Francisco on B/L reading: "In Transit to Canada."

Our Offices located on both coasts of the continent enable us to handle shipments of large or small quantities to the best advantage.

Any of our Canadian representatives will be glad to have you call on them for samples and quotations.

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.
ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.
HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.

J. ARON & COMPANY, Inc.
NEW YORK

We have offices and substantial representatives in all large business centers of the civilized world.

THE BISCUITS OF
HUNTLEY & PALMERS, Limited
READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following:-

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup of for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favorites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

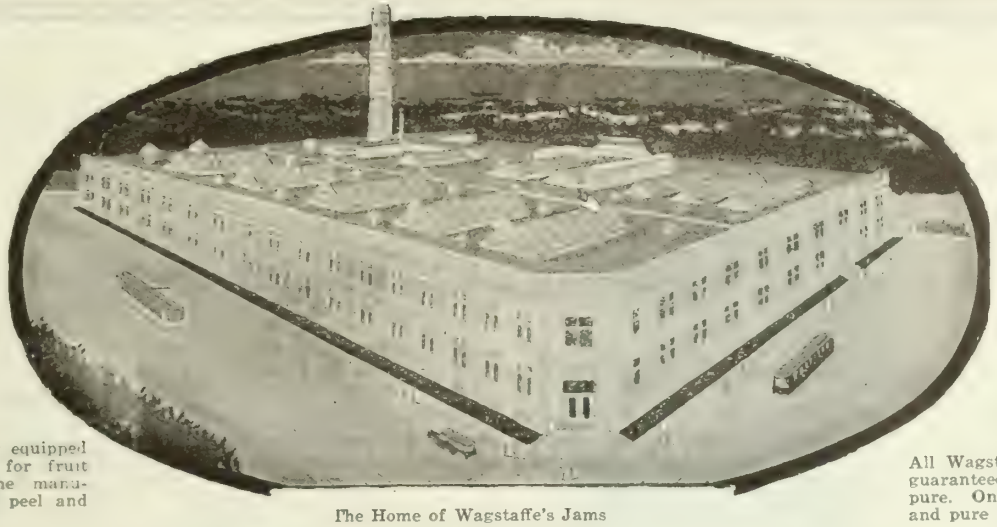
MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
104 Princess Street, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best".

WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade
ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them

WAGSTAFFE'S
Real Seville
Orange Marmalade

All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

Reproduced from editorial
section "Canadian Grocer"
May 21st issue -- Page -- 29

Special Effort Sells 500 Tins of Canned Peas in a Day

Toronto Grocer Had His Staff Suggest Canned Peas to Customers in Giving Orders Over the Telephone—The Result Was Heavy Sales

Selling five hundred tins of canned peas in one day almost constitutes a record for the average grocer, but it is exactly what D. W. Clark, Avenue Road, Toronto, did recently in a special effort. Mr. Clark had received a fairly heavy consignment of these canned peas and decided that he had to get them moving.

It is a custom in the Clark store to boost sales of certain lines regularly. Sometimes it is peas, sometimes it is beans, soups, or any one of several different lines. Mr. Clark's chief trade is over the telephone. His staff is instructed to suggest whatever particular article is being pushed. On this occasion canned peas were recommended to customers, and splendid sales, as above indicated, were the result. Customers bought freely, Mr. Clark stated, not ordering merely one tin, but nearly every order was for two or more tins.

It was merely by the concentrated effort of the staff that resulted in such large sales of these peas, and it is another convincing instance as to how the grocer can increase sales of a reputable article, if he puts behind it some selling effort.

THE "canned peas" mentioned above were a French Imported Brand supplied by W. G. PATRICK & CO., LTD.

—They are just one of the many "high quality," "rapid-selling" W. G. Patrick lines which Grocers can heartily recommend to their best trade.

DISTRIBUTORS FOR CANADA

W. G. Patrick & Co., Ltd.

HALIFAX MONTREAL TORONTO WINNIPEG

Wholesale Grocery
Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

55 Bay Street, Toronto

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

Let the EUREKA Refrigerator

solve your hot weather problem. It is built especially for this work, and is covered by full guarantees to do it efficiently. We have a model to fit your requirements. Write for our free illustrated literature and we place at your disposal the advice of our refrigeration experts without obligation to you.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
Owen Sound, Ont.

Profitable for Grocers

Brodie's XXX Self-Raising Flour will be found constantly in demand by the most discriminating housewives.

The reported excellent baking results have given this flour a high reputation on the market.

Display for profit.

Order from your wholesaler or jobber.

Brodie & Harvie, Ltd. - - Montreal

WHY SELL POTATOES

They are Too Expensive!

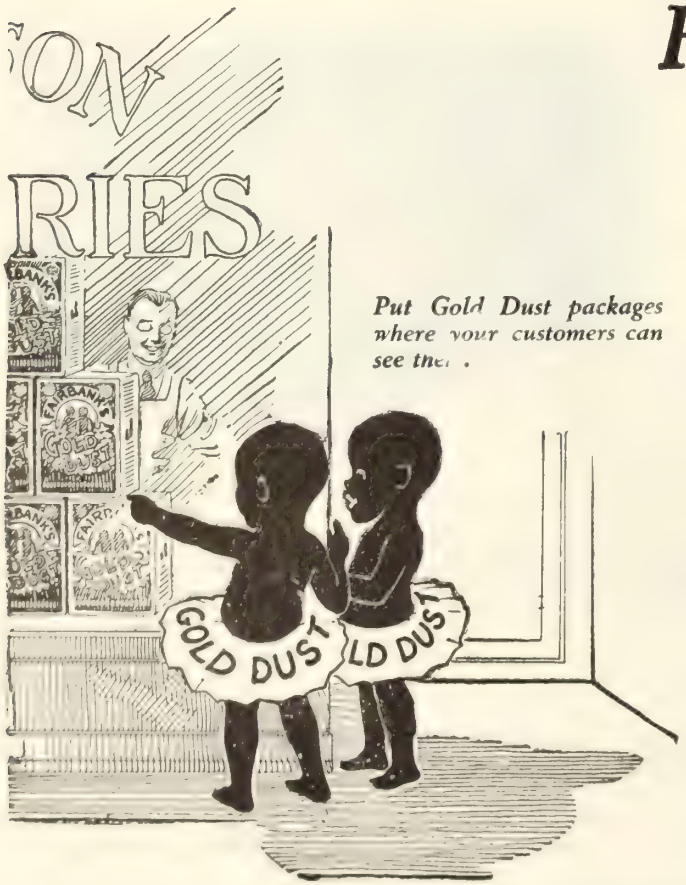
Try a shipment of

Graham's Dehydrated Potatoes and Julienne (Soup Vegetables)

Are easily prepared and just as good as the fresh article and much cheaper

ASK YOUR JOBBER OR WRITE FOR PARTICULARS TO

GRAHAMS, LIMITED
BELLEVILLE - - - ONTARIO



Put Gold Dust packages where your customers can see them.

Front!

Keep Gold Dust on your front shelves and you will have to keep re-stocking it. Our advertising is constantly reminding Canadian women that they need it.

Your margin is right on this "Made in Canada" product.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Count Your Loss On Baking Powder

Every grocer knows the total number of his regular customers. And to them he supplies the largest proportion of their food necessities. He depends upon their trade and confidence for his business existence, while they depend upon him for worthy service and the best in foodstuffs. A mutual confidence is the result of fair trading on both sides.

All other things being equal, the average "regular customer" is glad to have his or her kitchen needs filled by the family grocer.

But when it comes to baking powder, the grocer may find that a surprising proportion of his regular trade are buying everything from him that is used for the table except baking powder. He may have 300 customers, only 100 of whom are purchasing their baking powder at his store.

This legitimate grocery business is proceeding through some other channel of trade, when EVERY CAN USED should be ordered from his shelves—and in the grocer's interest every can should be Egg-O Baking Powder.

Egg-O Baking Powder is supported by advertising and selling-demonstration that costs tens of thousands—every dollar of which is spent to bring all the great demand for baking powder into the grocery store.

Let's emphasize that thought—every effort for publicity, every direct sale to the home by our solicitors is to attract the baking powder business to the grocery store where it belongs.

All we ask of the grocer is a fair degree of co-operation and the vital touch of enthusiasm that makes team-play worth while in business-building.

Make all your customers baking-powder customers. We will do our honest-to-goodness level best to make them buy over your counters—and, of course, to buy Egg-O.

Egg-O is kept in stock by all Jobbers.

The Egg-O Baking Powder Co. Ltd.

HAMILTON, CANADA

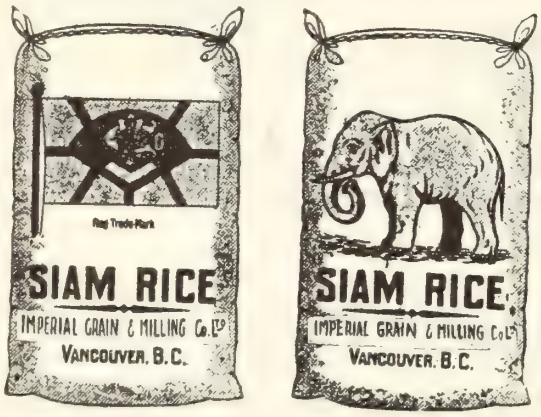
In Tomato Sauce

They make a very tasty lunch.

WALLACE FISHERIES LIMITED
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

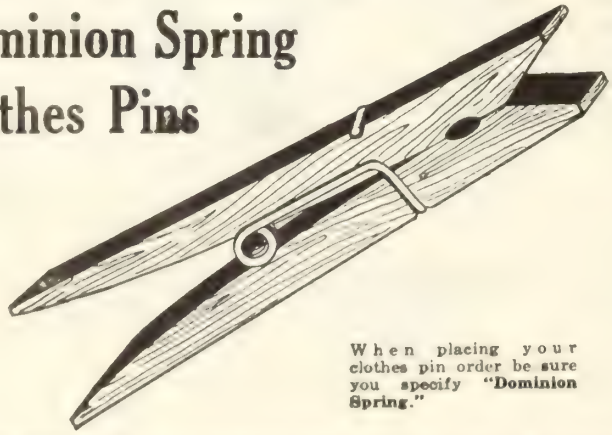
Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters
VANCOUVER

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, BC.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

LET CANADIAN GROCER Sell It For You

EVERY MORSEL EDIBLE AND DELICIOUS

A Winnipeg Retailer Said :

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

WHEN WRITING TO ADVERTISERS
PLEASE MENTION THIS
PAPER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from the Great Lakes to Vancouver, we are in daily touch with all Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each branch, we are in an unexcelled position to give service to any manufacturer or shipper desiring to enter this market, or who wishes to extend his present business.

LET US SHOW YOU.

Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and fullest results from our territory guaranteed.
11 years in the West. An excellent connection amongst the trade, both wholesale and retail. We produce results.
Let PRITTY handle your account.

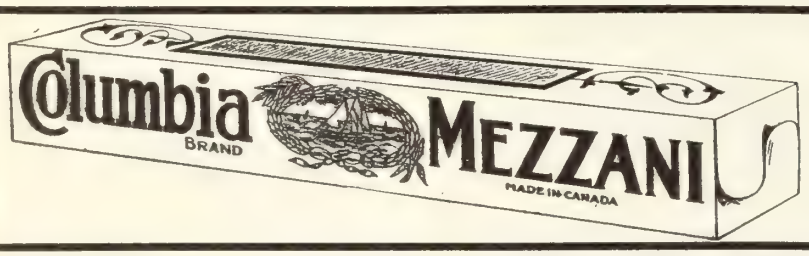
HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

ALBERTA

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER



MACARONI
The Pure Food that Builds Muscle and Bone at Small Expense
The Meat of the Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST.
TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATI ON

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, James Block, 407 Hastings Street West, Vancouver, B.C.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
73 McGill College Ave.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

SHEELY-MOTT CO.
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

You Try This
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

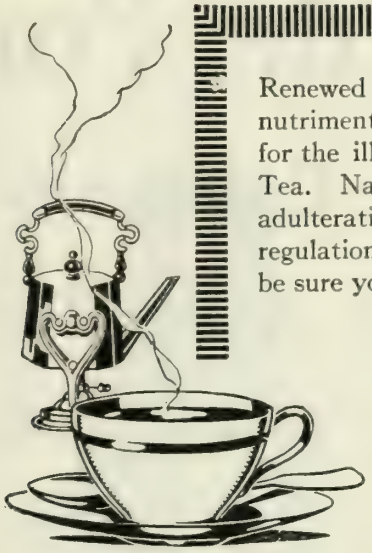
TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
98 St. PETER ST. QUEBEC

GURD'S DRY GINGER ALE Is in Demand from Coast to Coast
As a refreshing and satisfying beverage—it is a social requisite—a steady sale follows introduction
CHARLES GURD & COMPANY, LIMITED, MONTREAL

When Writing to Advertisers Kindly Mention this Paper

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. - Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea — the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

SUMMER BEVERAGE SECTION

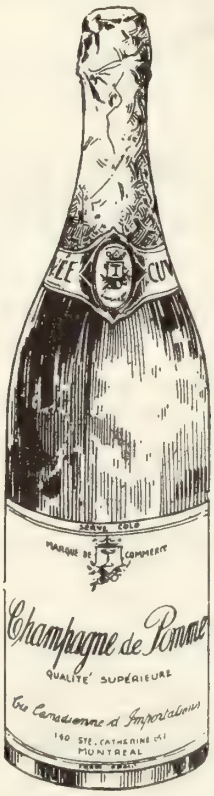
Champagne de Pomme

Grocers! Grasp Your Opportunity Now

ONE SALE MAKES A CUSTOMER

Your Suggestion Will Be Thankfully Appreciated

NO
TROUBLESOME
BOTTLES
RETURNED



NO
GOVERNMENT
SALE
RESTRICTIONS

It has gained popularity

Will you share it?

Give Your Customers the Opportunity We Offer You

Sold throughout Canada
by

CIE CANADIENNE D'IMPORTATIONS LTEE.

P. DOUST, Selling Agent Office: ST. CATHERINE ST. E.
MONTREAL

SUMMER BEVERAGE SECTION

Business—Builders

Are you taking full advantage of the popularity of O'Keefe's beverages? These pure, sparkling brews and soft drinks are big business-builders as well as effective thirst quenches. O'Keefe's are easy to sell, because they are pure and wholesome —and the more you recommend them the more customer-confidence will you enjoy.

A drink for every requirement. Place your order now for any of the following favorites:—Imperial Brews—Ale, Lager and Stout—and Soft Drinks—O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsparilla, Cola, Lemonade, etc.

O'Keefe's - - Toronto

'Phone : Main 4202

A Million Advertisements Every Day!

FAM-LY-ADE advertising will be read by over one million people every day! It will be read by people who are hot and thirsty—your prospective customers.

Grocers will make big profits this year on FAM-LY-ADE. You can get your share of these profits by stocking FAM-LY-ADE **NOW**—before the advertising campaign begins. FAM-LY-ADE advertising will appear every day in the newspapers listed below:

Montreal Star
Montreal La Presse
Montreal Gazette
Toronto Globe
Toronto Star
Toronto Telegram
Ottawa Citizen
Ottawa Journal
Kingston Standard
Galt Reporter
Belleville Intelligencer
Peterborough Examiner
Hamilton Spectator
Hamilton Herald
London Free Press
London Advertiser
Windsor Border Cities' Star
Brantford Expositor
Kitchener News-Record
St. Catharines Standard
Chatham News
Guelph Mercury
Owen Sound Sun-Times
Fort William Times-Journal
Port Arthur News-Chronicle
Quebec Le Soleil
St. John News
Sherbrooke Record
Sherbrooke La Tribune
St. John Tel. Times-Star
Halifax Herald and Mail
Charlottetown Guardian
Winnipeg Free Press
Winnipeg Telegram

Five True Fruit Flavors

LIME LEMON ORANGE CHERRY RASPBERRY

Made in Canada by
Power-Keachie
Limited
Duncan and Pearl Sts.
TORONTO

FAM LY ADE

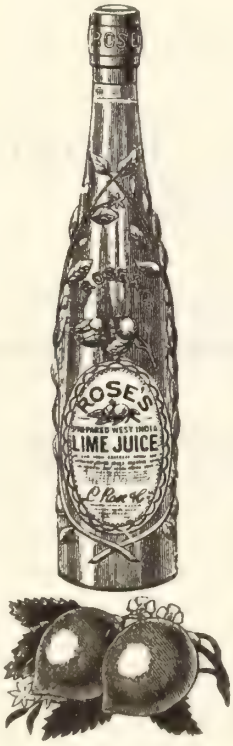
Representative for Quebec and Maritime Provinces
Frank L. Benedict & Co.
Montreal, Que.
Price $3.00 doz.
10 per cent discount on gross orders

SUMMER BEVERAGE SECTION

ROSE'S LIME JUICE

A winner of repeat sales and good will

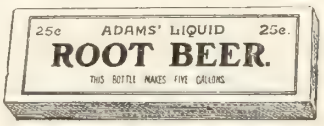
"Rose's" Lime Juice (the original and genuine brand) is an ideal refreshing beverage that sells well and earns big profits.



It is put up in attractive bottles that make excellent displays. Send in your order to-day and arrange them on your counter or in your window. Back them with a little selling effort and put extra dollars in your "till."

Holbrooks, Ltd.
Toronto and Vancouver

FOR HOME MADE
SUMMER DRINKS



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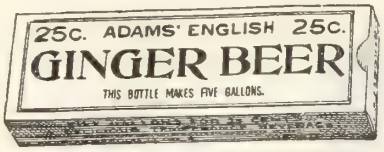


25c bottles make 5 gallons.
15c bottles make 2 gallons.
25c sizes, $2.10 per dozen, $24.00 per gross.
15c sizes, $1.20 per dozen, $14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

Arnett "Silent Salesmen"
or
The "Old Fashioned Showcase"

Let us explain the advantage of Arnett service—a free service of re-arrangement by experts.

Ask also for our catalog.

Thomas Lewis Arnett
Souris, Man.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Get ready for the big selling season for soft drinks that Old Sol and prohibition will line up for you by keeping your stock of

Marsh's "Incomparable" Grape Juice

well to the front in your displays and on your counters.

Never fail to suggest a case to each of your customers with their order and your intelligent use of the telephone will boost your sales in an astonishing manner. The added profits will handsomely reward your extra efforts.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited

Toronto and Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St. Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

Whittemore's Shoe Polishes

Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at Par

Whittemore Bros. Corp., Boston, Mass., U.S.A.

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.
Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

Tea Pedlars Sell More Than Tea

A customer who comes to your store regularly for **Red Rose Tea** is sure to buy other groceries from you.

If you are satisfied to sell bulk tea, your customers may be satisfied to buy bulk teas from the tea pedlars—and *other lines of groceries as well,* because some tea pedlars peddle other lines than tea.

Red Rose builds *your* business.

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton St. John's, Nfld. Portland

Barr Registers Limited

Manufacturers of

THE BARR ACCOUNT REGISTER

Trenton, Ont.

An expert bookeeper at $10.00 per month

Would you like this bookkeeper?

Without keeping a daybook and ledger and with no effort on your part other than writing your counter check slip, to give you the following results:

A. Within 5 minutes, to produce an itemized statement of your customers account when he demands it.

B. To give your customer without offense with each purchase a complete statement of the amount he owes to date.

C. To give you all the items required by the Dominion Government in making up your yearly Income Tax return, within 6 hours after demand.

We place these facts before you and if you are interested our representative will call without expense to you and thoroughly demonstrate.

This Handsome Display Card

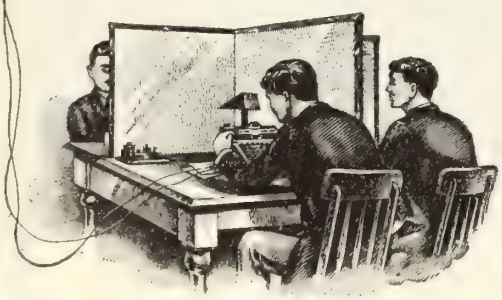
Is Yours for the Asking

We want to send you this attractive show card, Mr. Dealer. Just mail us a postal card with your name and address and we will gladly send you this "silent salesman," charges paid. You will find it a booster of sales—constantly reminding your customers that you handle "Colman-Keen" incomparable products.

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

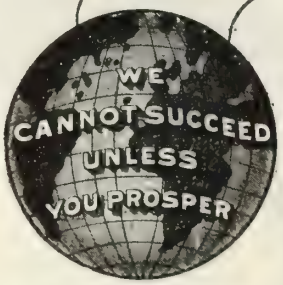
TORONTO BRANCH: 30 CHURCH STREET

NICHOLSON - RANKIN LTD.



WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

WE REPRESENT---not merely handle accounts.
May we REPRESENT YOU.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, MAY 28, 1920 No. 22

Retail Grocer Will Not Be Called Upon to Collect the New Taxes

Sales Tax of 1 Per Cent. of Manufacturer and Wholesaler Will be Added to Cost of Goods and in the Case of Confectionery, Manufacturers Will Also Add the Excise Tax to the Invoice Price —Many Points Are Made Clearer in Interviews by CANADIAN GROCER.

THE budget announcement of last week has caused considerable confusion among the manufacturers, wholesalers, and retailers, as to the working out of the new taxation laws, as affecting the grocery trade. In the past week, several deputations have visited Ottawa, in order to have matters of doubt cleared up. In some instances, new interpretations have been made, and definite information obtained, as to the effect on the various branches of the trade. CANADIAN GROCER has endeavored, through interviews and investigation, to make the position of the retailer clear in regard to the new taxation, and many bewildering points that arose with the first budget announcement have been given a definite ruling by the R. W. Breadner, Commissioner of Taxation, and will be found interesting, in this week's issue. That there is still more light needed, in this drastic levying of taxes, there is no doubt, but, in the working out of the new law, it is hoped, all difficulties will be finally adjusted. CANADIAN GROCER will welcome inquiries from retailers as to points that they do not understand.

A NUMBER of instances have come to light where grocers are closing their store or selling out because of the intricate character of the new taxes. One merchant also gave for his reason the questionnaire being sent out by the Board of Commerce. He says he would have to employ someone to work out this information if he stayed in business. A grocer is known in Eastern Ontario who nailed a board across the front of his door the day after the new taxes were announced. Will the new budget mean the lessening of competition in the grocery trade? This is a point Sir Henry Drayton no doubt overlooked when doing his figuring.

A Discrimination

One interesting phase of the new tax is that a manufacturer charges 1 per cent. on the sales price to the wholesaler—except for the few exemptions—and the wholesaler charges 1 per cent. to the retailer. But when a large retailer like the department stores and mail order houses buy direct from the manufacturer they are only charged 1 per cent. In this way they have an advantage of 1 per cent. over the smaller retailer who buys in small quantities through the wholesaler. Why shouldn't the retailer who buys direct pay 2 per cent? There is likely to be some strenuous objection on the part of the retail and wholesale trade on this account.

Chocolate Not Confectionery

There is a tax of 10 per cent. on confectionery. The manufacturer charges this to the merchant and the merchant collects from the consumer. The question arises, what is confectionery? One firm that makes plain chocolate claims that chocolate is not confectionery. They define confectionery as a boiled candy or candy with filling and their contention is upheld.

The merchant does not collect the 1 per cent tax on turnover. This is collected by the manufacturer and wholesaler. The merchant must pay it. It looks as if the retailer is going to lose out in the majority of cases. Take for instance the case where a merchant purchases a dozen packages of some particular article for say $1. He pays $1.01. This means a fraction of a cent extra to him which he is not going to be able to collect very well from the consumer. This may look small on a dozen of goods, but where the dealer is buying many cases of such an article, and makes similar purchases on a thousand and one other articles, his net profit is not going to be what he thinks it should be during the year. This is a leakage which Henry Johnston, Jr., might be asked to explain how it can be overcome.

What About This?

When a dealer sells a stick of gum or a small package of gum is he going to collect the 10 per cent. excise tax that has been charged to him?

One good thing the retailer does not have to do—after August 1—and that is he doesn't put the stamp on patent medicines. The manufacturer has to do it. After August 1 all patent medicines on the retailers' shelves must show the stamp. Alcoholic patents only carry this additional 30 per cent.

Excise Tax on Preserved Fruits

The ten per cent. excise tax is not payable on importations of nuts, shredded cocoanut, glucose, confectionery, dipping, chocolate, or any partly manufactured products which is the raw material for another manufacturer. Preserved fruits, however, are subject to the excise tax.

May Reduce Goods

Consideration was promised by the Department in regard to the request that small cash sales in wholesale houses may be reported in some other way than by copies of invoices, which might be difficult to produce.

As regards the taxing of luxuries on the sale direct to the consumer, the ruling is that goods may be reduced in price to exempt them from tax.

It is permissible to include the tax in the sale price if retailers believed that prejudice against the tax would destroy the sale. One dealer stated that customers already had shown a willingness to pay an inclusive price, while they ob-

jected to paying the retail price plus the tax.

Applicable on Cash Discounts

Tax is applicable on cash discounts.

Tax does not apply on articles sold for export.

Specified luxuries sold by wholesale houses to contractors subject to 1 per cent. sales tax as well as luxury tax.

Goods delivered on May 19 or after subject to tax, irrespective of when contract was made.

Says It Is Unfair

Calgary.—That the excise tax is not workable, and is manifestly unfair in its present form, was the opinion expressed by the members of the retail section of the Board of Trade, and the following resolution was unanimously adopted and forwarded to Federal members of Parliament for Calgary: "That the tax is unworkable and manifestly unfair if collected on the total purchase price, and that it be recommended that the tax be levied on the excess of the maximum only."

Manufacturer Puts Excise Tax On in Case of Confectionery

Discussing the question of the new taxation of ten per cent. on chocolates and confectionery, C. J. Bodley, secretary of the Confectionery, Biscuit and Chocolate Industries of Canada, on behalf of the deputation of manufacturers and confectioners that visited Ottawa on Thursday last in regard to the matter, told CANADIAN GROCER that the tax would be put on by the manufacturer at the time of sale to the retail trade, and not by the retailer when selling candy or biscuits to the consumer.

The deputation to Ottawa consisted of W. Robertson, of Robertson Bros., Toronto; H. N. Cowan, of Cowan Co., Ltd., Toronto; Allan Ross, of Wrigley's, Ltd., Toronto; W. H. McEachern, of The Patterson Candy Co., Toronto; E. Littler, of The W. M. Lowney Co., Montreal, and C. J. Bodley.

According to the interpretation placed by R. W. Breadner, Commissioner of Taxation, of the Act, in regard to the excise tax on candy and confectionery, chocolate coating, sweetened or unsweetened, or cocoa will not bear excise tax, only the one per cent. sales tax. Biscuits and cake, when covered in whole or part with icing or when filled with sugar products, such as chocolate dipped biscuits, cream sandwiches, marshmallows or any line of biscuit (hard or soft) or cake with icing on or between, is considered as a luxury and will be assessed 10 per cent. excise tax. Contrary to the interpretation of the confectioners, the 1 per cent. sales tax is added to the total after adding the 10 per cent excise, making it virtually a tax on tax.

Where cases and tins have been added to the cost of goods, and not charged out, it is possible to make the invoice show the price of such cases, paying the 10 per cent. on the goods only. The one per cent. sales tax covers the entire total of invoice including cases. This is not applicable where tins and cases are charged and are returnable. No tax whatever can be collected on such a transaction. This cannot be carried so far as to include all the packages, etc., which are the actual clothing of the goods, only to cases, tins, etc., which are really the outer containers of the goods.

The budget went into effect on Wednesday, May 19th, and all taxes are collectible from that date. All goods shipped on and after that date are taxable, whether back orders or not.

Mr. Bodley pointed out that the new taxation really meant 11 1-10 per cent. to the present cost of candy and confectionery to the retail trade, and would necessitate the latter advancing his prices to the consumer to that extent. The fraction of one-tenth is because the one per cent. turnover tax must be added after the excise tax is put on.

Present Profit Should Permit Absorption of Gum Tax

On the ten per cent. luxury tax placed on chewing gum, B. H. Bramble, of the Canadian Chewing Gum Co., stated to CANADIAN GROCER: "In view of the large profit made on gum by the wholesaler and retailer, we think that this tax could be absorbed between them and still leave a good profit. We would gladly do this ourselves, if it was possible for us to do so, but our profits have been trimmed to such a fine point on account of the extremely high cost of sugar, that it is next to impossible for us to do so. However, perhaps something will be done along this line. We may be able to figure it out to absorb the tax between the three of us. As yet we have not come to any final decision as to just how it will be figured out."

"How are you handling the tax in the meantime?" was asked.

"We have suspended business," was the reply, "until the tax is finally taken care of. Our factory is operating but we are not filling any orders or making out any invoices."

"How about the one per cent. tax on sales?" was next asked.

"That, of course, will be added to the invoice and passed on to the jobber, who will also add it to his invoice when rendered to the retailer. The retailer will then, of course, pay two per cent. more for his goods."

"Supposing that goods were shipped direct from the manufacturer to the retailer, would the retailer than have to pay two per cent. tax?"

"No," was the reply. "The retailer, who is buying direct from the manufacturer, will only pay the one per cent. sales tax put on by the manufacturer and will escape the one per cent. required to be put on by the jobber. Therefore he will buy his goods one per cent. less than the retailer who buys through the jobber."

Montreal Grocers Finding the New Taxes Confusing

MONTREAL.—There is much doubt and misunderstanding prevalent among the manufacturers and wholesalers of Montreal at the present time as to how the new taxes are to affect the grocery trade. The general belief is that foodstuffs are exempt, but the trouble arises as to just what constitutes foodstuffs.

Armand Chaput of Chaput Fils et Cie, in an interview with CANADIAN GROCER, said: "We are at sea at the present time to know officially just how the new taxes are to affect the grocery business. As far as wines and liquors are concerned there is little doubt, but there are other lines that we are not prepared to make transactions on until we have a clearer understanding of the budget. To my thinking the budget is far from fair. For instance if a man buys a suit worth $45, he is not taxed, but should he be required to pay $46 he has to pay a tax on the whole amount. It would be far more just if one was required to pay a tax on all exceeding the amount of $45. I think for a time at least there will be a very decided economy in buying."

Mr. Girard of Hudon, Hebert et Cie said: "It is hardly fair to the consumer that he is required to pay twice the 1 per cent. sales tax that is enforced. In the case of manufactured goods the manufacturer must pay one per cent. It is added to the cost to the wholesaler. When it is sold to the retailer another one per cent. is added not only to the real cost but also on the sales tax already added.

"Nuts are considered as foodstuffs," sai Walter Christmas to CANADIAN GROCER, "andd as such are exempt from the excise tax. We are glad to have the Government's confirmation that nuts are foodstuffs and not luxuries."

Tax on Hams and Bacon

That smoked hams and bacoon are subject to the sales tax came as a surprise to Canadian packers. When the first announcement was made it was thought all meats, fresh, salter or pickled, were exempt. It seems that such is not the case, and the one per cent. turnover tax will be collected on bacon and cured hams for the reason that they undergo a process of curing before they are ready for the market.

Would be Unfair to Wholesaler and the Small Retailer

W. P. Eby, of Eby-Blain, Ltd., wholesale grocers, told CANADIAN GROCER that several conferences of the wholesalers had been held in reference to the new taxation of foodstuffs, but there was still confused opinion as to the real meaning of the Act, and the exact extent to which it applied to the wholesale grocery trade. Another deputation of wholesalers again took the matter up with the Finance Minister on Thursday, in order to have the new law made perfectly clear. As Mr. Eby pointed out the list of exempted foodstuffs is not at all a large one, and there are several points in regard even to this list, that require more definite interpretation. For instance, it is stated that blue peas are exempt, but split peas, because they have undergone a certain process of finishing before being sold, are subject to the tax.

Asked as to the point that has been raised in regard to the position of the retailer who buys direct from the manufacturer, and whether or not he will only have to pay the one per cent, Mr. Eby said he believed the Government would make the tax in this case two per cent. He did not think the Government would discriminate in this way, as such a method of taxation would be unfair to the wholesaler and the smaller retailer. While this point is not clear, the deputation to Ottawa will endeavor to get a ruling in regard to the same.

Make Prices Uncertain

H. Gwalthmai of the I. X. L. pice and Coffee Co., London, Ont., remarked that the new taxation made the future look very uncertain. Already the increasing cost of materials was having its effect, and the additional one per cent. only accentuated present difficulties.

Canned Goods Not Exempt

Only the list of foodstuffs cited in last week's issue of CANADIAN GROCER are exempt from the new one per cent. sales tax. This list does not include canned goods of any kind, dried fruits or vegetables or rice. This point, that was at the outset confusing to the trade, has been cleared up, by the answer of the Commisioner of Taxation R. W. Breadner, to the inquiry of the Wholesalers' Association of Ontario. The association was represented in Ottawa on Thursday by A. C. Pyke, secretary of the association; A. H. Paffard, Toronto, and Samuel Vila, Hamilton.

It was thought that canned meats and other canned goods would be exempt from the one per cent. turnover tax, in view of the exemption of essential foodstuffs, including sales or importations of meats, fresh, salted or pickled. Nevertheless the tax must be paid on all canned goods. Dried fruits and dried vegetables, it is pointed out, are not in the natural state, and so have to pay the tax. Grains and seeds are exempt in their natural state, but it appears from the ruling of the Commissioner on Taxation, that rice would not fall under this category. It is sold after it is husked and polished.

Retailers Not Yet Affected By the New Taxation

D. W. Clark, Avenue Road, Toronto, believed the turnover tax would result in slightly higher prices on foodstuffs not exempted, but he thought it would be absorbed, a cent here and there, and the public would really notice very little difference. This would be the case more likely because the two per cent. of the manufacturer and wholesaler would not be collected by the grocer as a tax. The same is true of candy and confectionery, and he agreed that this fact was one of the pleasing features of the new ruling.

Merchants Will Bear Tax

H. J. Reeves, manager of Michie & Co., 7 King Street West, Toronto, when asked for his opinion in regard to the new taxation, stated that there was considerable confusion as to the meaning of some of the clauses in regard to the foodstuffs. He believed the two per cent. turnover tax, put on goods by the manufacturer and wholesaler combined, on to the prices to the consumer, would hardly be noticed. In fact, he believed that there would be scarcely any difference in prices, and that the merchant, in most cases, would bear the tax. Of course, he said, in regard to the tax on candy and confectionery, that was a heavier one, and would be reflected in the prices to the consumer. The tax would not be collected from the consumer as a tax, but would be put on by the manufacturer.

Scarcely Any Difference

Discussing the new taxation with George Barron, of Barrons, Ltd., Yonge Street, Toronto, Mr. Barron expressed the opinion to CANADIAN GROCER that on the foods that the one per cent. turnover tax was applicable, there would be notied scarcely any difference in their selling price to the consumer. Even with the one per cent. tax of the manufacturer and likewise of the wholesaler, making a total of two per cent., he believed that the addition to prices would be unnoticed. "The only place where a grocer is caught with the excise tax," remarked Mr. Barron, "is in regard to candy, where a tax of ten per cent. is imposed, plus the turnover tax of one per cent. I understand that this tax will be added to the manufacturers' price at the factory, and it will just mean the merchant will have to pay a higher figure for his candy, and in turn will pass the added expense on to the consumer. I understand all luxury taxes will be paid by the manufacturer, and added to the price of the goods."

Asked as to whether he did not think that there was an advantage for the retailer who buys direct from the manufacturer, rather than through the wholesaler, Mr. Barron admitted that possibly there was. In this case the retailer who buys from the manufacturer, reckoned the one per cent. turnover tax of the manufacturer, in the cost of the goods, whereas the man buying through the wholesaler had to figure on two per cent. in his costs of goods.

Thinks Foodstuffs Barely Affected by The New Taxes

"I think the budget is splendid, viewed from every angle," stated J. L. Hewson, retail grocer, Oakville, Ont. "Foodstuffs which are absolutely necessary to our existence are barely affected, but on the other hand luxuries that many people have been buying almost too freely the past couple of years are taxed. If a person wants to pay more than $9 for a pair of shoes or more than $45 for a suit of clothes, then I think that the Government is justified in putting a tax on purchases over these amounts."

Thinks It Will Run Smoothly

"I think that Sir Henry Drayton has the right idea when he says that Canada must cease borrowing," said H. Smith, retail grocer, Oakville, Ont.; "if people will persist in spending their money on expensive things, then in view of the fact that this war debt must be paid, let the people who persist in buying luxuries pay a little extra in taxes. Of course there is bound to be a lot of criticism and confusion at first, but it will soon be running smoothly and people will get used to it."

HAD TIME ONLY FOR CANADIAN GROCER

"I was so interested in your 34th annual spring number," writes A. Kirkpatrick, at Lefroy, Ont., "that I had no time for the daily papers." Mr. Lefroy has been a reader of CANADIAN GROCER for many years, and like most grocers looks forward to its coming every week.

Advertising Helps Beverage Sales

Best Results Are Obtained When the Four Mediums, Window Display, Interior Display, Selling Talk and Show Cards, Are Used to Co-operate With a Newspaper Advertisement

SELLING beverages in the retail groery is becoming more and more an all-the-year-round business, and the merchant who realizes this is creating another department to the business that will show a handsome profit. This is a line that is easily handled, no weighing, no measuring, no wrapping—that is practically none, except when bottles are carried away—and the most important item, there is no waste. Some merchants have been known to say that they do not handle beverages because of the loss and trouble in the returning of empties. Of course this is very true, in the old-fashioned method of handling this line, that of never charging up the empties at the time when the sale is made. Too often the customer was depended upon to return them or the delivery boys, often of too short memory, were expected to bring them back the next time an order was delivered to the house.

Best Way to Sell Beverages

There is only one method of selling beverages in containers that are returnable, and that is to get the money for the containers when the sale is made and refunding the money when empties are returned. Many merchants all over the country have adopted this method and a side line that previously showed a loss is now turning out a profit. This, to some extent, has been forced upon the merchant by the manufacturers for the reason that bottles and cases have reached such high prices that they have been compelled to be more careful in regard to the charging of empties on account of the large amount of money involved.

"I sell large quantities of beverages," said Jas. L. Hewson, Oakville, Ont., to CANADIAN GROCER. "It is such an easy business to handle. We don't have to carry many brands. If we have not the one called for, the customer will readily take the brand we carry in stock and the profit is better than most lines we sell. We charge up all the bottles at the time sale is made and we don't care whether they are returned or not because we have the money for them anyway."

An attractive showcard for summer beverages.

Thirst-Quenching and Satisfying Summer Drinks

"Buy 'em by the Dozen"

Grape Juice
Just the pure juice of fresh Concord grapes.
Per bottle .....
Per doz. .....

Lime Juice
The pure juice of West India limes. It's unsweetened.
Per dozen .....
Per bottle .....

Cordials
These are sweetened, just add water for a refreshing drink Black currant, lemon, orange, raspberry, lime, and strawberry. Order a dozen of assorted flavors at .....
or per bottle .....

Soda Syphons
Per dozen .....

Ginger Ale
with the real flavor of Jamaica ginger. Per case of 12 large bottles .....

DRY Ginger Ale
Not quite so sweet as the regular kind. Per case of 24 pint bottles .....

Raspberry Vinegar
The real old-fashioned summer drink. Per dozen .....
or per bottle .....

Beers
Lager, ale, and porter. Per case of 24 bottles .....

Pop
All flavors. One dozen to a case at .....

Phone 4500 Your order will have careful attention.

Jones & Company

A suggestion for an advertisement to sell summer beverages.

Display Increases Sales

Although there are a certain amount of beverages sold in all seasons of the year, it is the summer months when the greatest quantities are sold, and the merchant who goes after this business early in the season is the one that is surely going to get the largest volume of business from his community. A window trim at this time would be appropriate and something different from the usual trims that have been running all winter. A pile of canned goods is just a pile of canned goods to most people, no matter whether it is changed to a different line every day. But change the pile of canned goods to a pile of bottles and notice the attention it will get. A window trimmed with beverages is very attractive and is one that does not take a large amount of goods. The majority of merchants fasten their selling efforts to one particular line. These bottles could be piled up in the centre of the window, and the others arranged around. The varieties of lines are so numerous, and the colors of the contents are so different, that it is a simple job to make an attractive display of lime juice, raspberry vinegar, ginger ale, beers, lemon-

(Continued on page 48)

Sells Forty Dozen Bottles of Ginger Ale in a Day

T. O. Rowat & Co., London, Ont., Increase Sales of Ginger Ale by Displaying It in a Wire Basket, on a Table, Right Up in the Front of the Store

It is often surprising to a merchant what display of various articles, such as moving a jar of fancy biscuits to another position in the store, or placing a basket containing toilet soap in a conspicuous spot, will produce in the way of increased sales. For instance—the placing of a wire display basket containing a certain brand of ginger ale in a table well up to the front of the store has been the means of making ginger ale—hitherto considered to be only a summer line—an all the year 'round article in the store of T. A. Rowat & Co., London, Ontario. During the "Flu" epidemic of the past winter this firm's sales of ginger ale were averaging twenty-five dozen bottles a day, and there rarely is a day passes without a sale of ginger ale throughout the entire year. But of course it is in the summer season that the greatest bulk is sold and the average then reaches around 40 dozen bottles a day. "The real success in selling ginger ale at a profit," remarked Mr. Rowat to CANADIAN GROCER, "is in getting back the empties or the equivalent in money. In the past we did not charge up the bottles, but depended on the customers, clerks and drivers to see that returns were made. This proved very unsatisfactory. With ——— brand we charge so much a dozen, including bottles, and the bottles are not returnable. This method of selling ginger ale, in my opinion, is the only method. When we sell a dozen, that ends the transaction, because there are no empties to collect and no credit, no disputes with customers, and best of all, no empties to be cased up and returned to the factory."

This is just another story of how an aggressive merchant built up a profitable business on a certain line, that at one time was considered "just an accommodation to his customers."

Has Customers Sample Beverages and Builds Sales in This Way

Arthur Harp, Colborne St., Brantford, Ont., Serves Cool Drinks to Customers in Store on Saturday Afternoons in the Hot Weather.

"Expense Is Small and Results Are Good"

Has Attractive Booth in Prominent Position in Store, With Young Lady in Charge—Hot, Tired Customers Are Tempted to Taste and Sales Always Follow.

BOOSTING sales of summer beverages is a regular thing in the store of Arthur Harp, Colborne street, Brantford, Ont. Sales of these lines are heavy in the summer months, and are only so, because of the methods and energetic selling effort that is put behind them. We certainly push summer drinks in this store." Arthur Harp replied to a query of CANADIAN GROCER as to what he did in the way of increasing sales of soft drinks. "Our sales of ginger ale, lemon sour and drinks of that kind, average thirty cases a week in the warm weather," he remarked. "But my sales of summer beverages are not alone confined to the case goods, such as we have mentioned. I sell a greal deal of lemonade and orangeade in the liquid form, and also of lemonade in the powder form."

Demonstration Counts

The method that Mr. Harp employs to boost sales of the latter is one that recommends itself to everyone. It is the method of demonstration, and one which Mr. Harp believes does more for selling these prepared drinks than any other way. "Through the summer months we have a demonstration on Saturdays. I arrange a booth just opposite my main counter, and here is a young lady, who is dispensing these drinks to the people who come into the store to do their Saturday shopping. The booth is easily arranged a,nd it is only a matter of employing a young lady to look after it. The expense is not a heavy item, and the results that accrue more than amply repay any outlay of trouble and expense. This demonstration has certainly been a drawing card for the store, as well as serving the purpose for which it is intended, that of increasing sales of summer beverages.

Sales Always Follow

"A woman comes into the store on a Saturday, very often hot and tired. She is at once attracted by the booth, and here she is invited to taste of the cooling refreshments that are ready for the serving. The result is invariably the same. She purchases a bottle of either the preparation to make orangeade or lemonade, and sometimes she buys both. I had these demonstrations all last summer, and intend to have them again this year. I start them with the first spell of hot weather, and have them every Saturday, until it becomes too cool to encourage sales of this kind."

Window Display Helps

At the opening of the season for these lines, Mr. Harp always makes a window display in addition to the demonstration. But across one side of his store, it will be noticed from the accompanying photograph, he has a long table. Throughout the year Mr. Harp uses it to display goods. In introducing the summer beverages, he always makes an attractive spread on this table. "That table sells more goods for me than anything else in the store," Mr. Harp remarked to the representative of CANADIAN GROCER, in commenting on its value. "Seeing a thing tempts people to buy, where possibly they had never thought of purchasing. I would not be without that table for anything. I spend a good deal of time in making it attractive, but I believe it is worth all the care and time that is spent on it. The only way to sell goods is to show them, and recommend them, and what a grocer can do in other lines, he can do in soft drinks."

Display is a big feature in the store of Arthur Harp, Brantford, Ont. A table, attractively arranged, is used with telling results.

Showing store of R.N. Schefter at Mildmay, Ont. Mr. Schefter does a big business in soft drinks. He has a soda fountain and also disposes of large supplies of ginger ale, light beers, etc. Last year his profit from this source was $800.

Intricate Kellogg Case is Up Again

Robt. Wallace Comes from California to Give Evidence—Qusetion as to Rights of Use of Word "Kelloggs" and "Sweetheart of the Corn" Involved

Staff Correspondence

TORONTO, May 27th.—As announced in last week's issue the litigation case between the Battle Creek Toasted Corn Flake Company of London, Ont., and the Kellogg Toasted Corn Flake Company of Battle Creek, Michigan, and Toronto, was resumed on Tuesday here in the City Hall. The case is being heard before Justice Middleton. It is expected that this will be final hearing. The big point at issue is as to which of the two companies has the right to use the term "Kellogg" and "Sweetheart of the Corn" on corn flake packages in Canada. The London concern is the plaintiff, as it brought action against the Battle Creek company to restrain it from manufacturing or selling Kellogg's Corn Flakes in Canada.

The Battle Creek Toasted Corn Flake Company of London maintains it purchased the Canadian rights to make Kellogg's Corn Flakes in 1906-7. The Michigan Company claims that the rights were sold to manufacture "Sanitas" corn flakes in Canada. W. N. Tilley, K.C., is appearing for the plaintiff, and I. H. Hellmuth, K.C., for the defendent. The case was heard in June, 1917, for two or three days in London, Ont., and a great deal of evidence was put in at that time.

In the court room this week may be seen piles of documents and exhibits. There are twelve filing cases, three trunks and a table well-laden with cartons, documents, and letters of all descriptions.

Robert Wallace, a director of the London company, and manager from its inception in 1907 until 1916, was the only witness on Tuesday. He occupied the stand all day. Mr. Wallace, whose health has not been of the best in recent years, has been living in California and came from there to give his evidence.

Mr. Wallace told of the circummstances leading up to the purchasing from W. K. Kellogg of the Canadian rights. Mr. Kellogg, he stated, frequently came over to London to advise them. They also purchased empty cartons from him, and sometimes filled cartons as well as jumbo cartons for advertising purposes, display cards, etc. A letter was read from Smith and Burton, wholesale grocers, Brandon, Man., dated May 7, 1907, to the Michigan company asking for their goods. The reply was that they hoped they would receive their business through their London house.

Mr. Wallace stated his firm had objected to the other company coming into Canada with any food similar to theirs. Their directors frequently went over to Battle Creek upon invitation of Mr. Kellogg, but about 1913 or 1914 trouble began to arise and after that these visits were stopped. Up to that time the London firm had been receiving advertising matter and help.

In cross-examination, Mr. Hellmuth brought out the point that the original charter mentioned the manufacture of "Sanitas" corn flakes. The London firm first called their corn flakes "Sanitas," but later when the Michigan company changed to "Kellogg" they also changed the name. This was in 1908. The London firm have the name "Kellogg" and "Sweetheart of the Corn" registered in Canada, and to Mr. Hellmuth, Mr. Wallace said they did not ask W. K. Kellogg whether they could do this or not. They didn't consider it necessary. They had also asked to have their name changed from Battle Creek Toasted Corn Flake Company of London, to Kellogg Toasted Corn Flake Company, but this request was refused by Mr. Kellogg. Up to 1911 the Michigan firm referred in their United States advertising to both Battle Creek and London, Ont. Mr. Wallace stated the Michigan firm was to give them advertising amounting to about $5,000 in value, but he couldn't estimate the exact value.

The defence put in as an exhibit a colored advertisement they claimed was used in CANADIAN GROCER in 1915 or 1916 by the London firm containing the name of the Michigan firm.

To Mr. Tilley Mr. Wallace said there had been no objection offered by W. K. Kellogg to the use of this term "Sweetheart of the Corn" or to "Kelloggs" on the carton.

The case is proceeding and may take four days altogether.

Final Notes on the "Testing Grocer"

Following a System of Marking Invoices Throughout the Month, He Is Able to Arrive at the Average Mark-Up on His Goods—Can Figure Closely What Stock He Is Carrying Every Month.

By HENRY JOHNSON Jr.

COMING now to Sheet No. 5 of the papers sent by my friend, the "Testing Grocer," I find I am unable to do more than report results. On February 1st, 1919, his surplus was $6,417.49, and on February 2nd of this year, it stood at $13,652.94, a difference of $7,235.45. This last is the absolute net profit carried into surplus account. It is what was made on a business of approximately $119,000.00 last year, so it figures out to 6.08 per cent. on sales.

It is true that there is a discrepancy between what his books show, $8,604.09, and what he has of $1,368.64. That shows 1.15 per cent. of shrinkage on sales, and it is serious enough to warrant most searching investigation. But perhaps some of the hints I have given him may help him to locate the trouble and meantime he has a splendid net earnings to feel comforted with.

I should certainly feel that any man who can turn up over six per cent. on sales as net earnings in a retail grocery business these times has little to complain of or feel dissatisfaction over. But I agree and sympathize with him in the thought that so long as there are discrepancies they must be sought out.

Among the papers he has sent me is one showing a purchase of sugar. It is a sample of his habit of marking each invoice with the total sales price. Here is one with a cost of $71.03 on which he has marked a sale price of $83.75 or nearly 15 1-5 per cent.! If he can get that kind of margin on sugar, no wonder he can make money.

Attempt at Perpetual Inventory

Following out this system of marking invoices throughout the month, he is able to arrive at the average mark-up on his goods. For February, 1919, that was 20.81 per cent. Then by taking the inventory and adding to it the purchases for the month, then deducting the month's sales, less 20.81 per cent., he is able to figure pretty closely what stock he is carrying every month.

All such tests, computations and cross-references are mighty good discipline and also splendidly informative to the merchant. For the rest of us, we owe this man hearty thanks for giving us a glimpse of his methods. I surely hope he will continue with his tests and trials and send me the results from time to time.

Another sends me his statement and writes:

"Five years ago I started in on $500 borrowed money and my standing first of this year was:

Merchandise at cost	$1,939.53
Accounts received, actual value	2,470.50

HENRY JOHNSON, Jr.

Cash in bank	548.02	
Cash on hand	15.00	
Total assets	$7,973.05	
Open accounts for merchandise		4,269.10
Owe for borrowed money		375.00
		$4,644.10
Net worth	$3,328.95	

Sales for year, $32,904.23.

"I have a register for accounts. I keep record of all charge sales for day, also cash register gives me total of cash for day, and amount received on account and paid out. I keep a book for all wholesalers' accounts, also a stock book, so I can tell my actual turnover each month on every article I handle. At any time I can tell exactly the amount I owe, amount due me and in fact my exact standing at a glance. My expense ratio figures 9½ per cent. I only have one person for help and pay $9 per week. My rent is only $15 per month, and I keep a true record of all expenses. The outstanding accounts include only those I am certain are o.k.'d—no doubtful ones. The fixtures are all practically new, but I deducted 10 per cent. for depreciation. Kindly tell me what you think of the above."

Dangers Ahead

This, of course, is a very partial statement. I have no real data on present worth. There are no figures on fixtures, nor any details whereon to pass judgment.

Simply to show net worth of $3,300 in five years from an original venture of $500 would be satisfactory in that it would indicate present independence and comparatively easy circumstances; but there would be nothing remarkable about it. Any number of men have done and are doing much better. I wish I had all the figures, for then the review could be more complete, conclusive and satisfactory.

What I see now is an element of dangerous weakness, for this man owes more than the equivalent of 58 per cent. of his tangible assets. That is too much at any time. It is especially too much now and fraught with danger because merchandise is apt to shrink considerably in the near future. The stock should be cut down. Bills should be collected closely—even "good" ones—and the indebtedness discharged. This is the time to play safe—and not be sorry.

Departmentizing of Business

My! How this stuff piles up. Here is a grocer's letter dated March 5—nearly three months ago, yet I am handling it as fast as I can get to it. He writes:

Commencing February, we departmentized our sales for the month and found them as follows:

Sugar, 10 per cent.; fruits and vegetables, 20 per cent.; flour, cereals, cereal products, beans, rice, bread, 11.3 per cent.; dairy products, cheese, butter, oleo, eggs, lard, evaporated milk, salad oils, etc., 15.7 per cent.; coffee, tea, extracts, baking powder, cocoa, spices, 4.7 per cent.; pickles, olives, relishes, preserves, catsup, salad dressing, prepared mustard, etc., 1.5 per cent.; canned vegetables, fruits, fish, meats, 4 per cent.; soaps, washing powders, cleansers, etc., 3 per cent.; candy, gum, tobacco, cigars, crackers, cakes, 7.5 per cent.; miscellaneous, 22.3 per cent.—total, 100 per cent.

We keep the Harvard sheets and a complete set of double entry books; find our expense runs a good 20 per cent. We think that many stores which report low expenses do not include all items. On March 1 we took inventory of fruits and vegetables and are keeping track of sales and purchases for this month, so at the end we can take another inventory and see whether this department is actually making us any money. We would be glad of any suggestions.

Yours, etc.,

A Mighty Useful Departure

I cannot add much to what this man is doing as yet; for this vitally important work of departmentizing has just been begun. In a short time I expect to have some analytical tables compiled by a big department store which will reveal many things we must know to attain even approximate efficiency in our business.

But the time has gone by when men can be satisfied with lumping goods and expenses into blanket averages, and another method can be instituted only by such detailed study as my present cor-

respondent has started. As he progresses he will learn for himself. If he continues to send me his results so I can use them in conjunction with others' figures, everybody will benefit from the work.

I shall appreciate very much his sending me his figures for March and April.

Let us note a point or two of instructive significance from these figures. Taking the sugar, vegetables, cereals, dairy products, canned goods and soaps, we have 64 per cent. of the total turnover. Omitting the item of crackers, which may be classed as a staple food, and assuming that the miscellaneous are all non-necessaries or are necessaries offset by some non-essentials in the other classifications, we see how great is the preponderance of actual, staple merchandise in the food business and how erroneous must be the prevalent impression that a grocer makes his real profit out of non-staples. It gets back to the old truism: If you do not make money on staples, there is not much chance to make money. Further, this shows the vital need of the grocer as a distributor of things in acute daily demand by every consumer.

Examine Every Line Separately

The plan of keeping the fruit and vegetable department separate for a month is excellent, provided it be carried to its logical conclusion. Suppose the results indicate that this department is not paying profits—what will you do? If you should incline, as some short-sighted tradesmen do, to discontinue it, you will be wrong—very wrong. For that is one important thing that is the matter with the careless, shallow grocer to-day.

He thinks "there is nothing in friuts and vegetables," and he neglects them. He feels bound to handle them "for accommodation." Result is that he makes no profit on them and, because it is an accommodation department, he runs it badly in a half-hearted sort of way. Then it gets ragged and unattractive. Its lack of attractiveness slows up sales and there is still less profit. So the vicious circle closes in loss of trade and absence of profits.

Meantime, men who specialize on fruits and vegetables intelligently make good returns on them directly. Then they reap the rich reward that accrues from having a department which attracts trade. So they get direct and indirect earnings from this line of goods.

If you want an example to follow, take the specialist whom you will find on so many corners these days. He is an Italian, or Greek, or Syrian, maybe; but mainly he is a specialist. He does one thing extremely well because he studies that thing continually and knows all its elements. So, handicapped by having no other lines on which to spread his overhead, he gets higher prices than most grocers dare to ask and makes sales and money running circles around the average grocer.

So, if my friend finds his department is not yielding profit, he must go into it still more analytically. He must realize that not every item in it must be the same burden nor will it yield the same gross margin. Each must bear its proper share. Every line in the fruit and vegetable department must be taken and studied separately. Then in a few months you will have a department which pays you real money and draws trade as none other will. Then you can go to the next department.

Let me know what you did in March and April. Let us pursue this study to the end. It will pay us big.

Grocers Are Not Responsible for the Prevailing High Prices

John Forsyth, Dartmouth, N.S., Tells Meeting in Halifax That Competition is Too Keen to Render Profiteering Possible in the Grocery Trade

Special to CANADIAN GROCER

Halifax, N.S., May 25.—At a recent meeting held in Halifax to discuss means for reducing the cost of living, John Forsyth, for the past forty years a Forsyth, for the past forty years a Dartmouth, N.S., grocer, advanced some telling arguments against the charge that grocers are responsible for the prevailing high prices.

One of the proposals submitted at the meeting was that householders should buy direct from producers instead of making their food purchases in "a marble palace built out of a year's profits," as one speaker—a Halifax educationalist—phrased his description of a grocery store. Mr. Forsyth reminded his hearers that transportation charges, handling charges, breakages, deterioration, insurance, etc., must be added to the farmer's prices for butter, eggs and other provisions in order to determine the actual cost of such products, and expressed the opinion that people who found fault with the grocer's prices would find, if they tried direct buying, that the cost of procuring foodstuffs in that manner would greatly exceed their expectations, to say nothing of the difficulty, and perhaps impossibility of obtaining provisions when required.

Buying Direct Impractical

A prominent Halifax woman pronounced the "buy direct" proposal impracticable.

The expression "high cost of living," Mr. Forsyth asserted, indicated rather loose thinking. The correct expression, he contended, should be "the cost of high living," for there had never been a time when an hour's labor, which was the fundamental basis of cost, would buy as much as it will to-day. The real trouble, said the speaker, was that people were living too high; everybody wanted the best of everything, and hardly anyone would accept substitutes for expensive things.

One customer to whom Mr. Forsyth had suggested using rice instead of potatoes, said her children would not eat rice, although she subsequently admitted she had never tried rice on her table. Another customer resented the suggestion that she boil potatoes with the jackets on, and declared that her husband would not eat "spuds" prepared in that manner.

Profiteering Impossible

After explaining that the grocer's prices were very reasonable in all cases where he had a profit, that in some cases his margin was too slight to permit a profit, and that the intense competition in the grocery trade rendered profiteering virtually impossible as far as the retailer was concerned, Mr. Forsyth candidly advised his audience to discontinue buying expensive foodstuffs which they could do without, and to practise true thrift, which, in his opinion, meant not purchasing expensive luxuries but spending money only for things of real value.

The meeting which Mr. Forsyth addressed was called for the purpose of forming a club in Halifax to combat the high cost of living. A tentative organization was effected.

URGE POLARISCOPE

British West Indies Chamber of Commerce Pass Resolution to this Effect at Recent Session

At the second triennial session of the Associated West Indies Chambers of Commerce the question of the application in Canada of the Dutch standard for sugar duty purposes was considered and the following resolution was unanimously adopted:

"That in the opinion of this association the present method of grading sugar in Canada for duty purposes is undesirable and detrimental to the interests of the West Indian sugar industry; and inasmuch as this system has proven an irritating obstruction to the trade, the association respectfully suggests to the Canadian Government the expediency of collecting the duty by the polariscope test only, without regard to color, and respectfully invites the various West Indian Governments to take action in this matter."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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MANY OFFERS OF SUGAR

IN conversation with CANADIAN GROCER, a manufacturer stated he had received several offers from independent brokers, who were willing to supply him with any amount of sugar, that is, there were no limitations of certain amounts that they would sell. This manufacturer greatly deprecated this state of affairs, expressing the opinion that there was a great deal of speculation in sugar, and that steps should be taken to eliminate speculating in such a necessary commodity. He was actually short of sugar and had been unable to obtain it. But as soon as it was known that he was in need of it, there were several brokers who were ready to meet his demands.

With the news of such a condition as referred to above, comes the announcement from Ottawa, of a sugar inquiry to be conducted by the Board of Commerce. The Board has invited refiners, wholesalers, retailers and consumers to attend and give evidence. It is understood that the Board has been accumulating information on the marketing of sugar in every section of the Dominion and is in possession of the most exhaustive details of the sugar situation.

THE FISHERIES CONVENTION

THE Annual Convention of the Canadian Fisheries Association in Vancouver, on June 3, 4 and 5, is destined to be an important event. The revenue derived from our Canadian fisheries is exceedingly large and British Columbia is the premier province in this respect.

Anyone connected with the fishing trade realizes that the Federal Government is not paying the attention to this important industry that it should. Politics have been playing too large a part in what the Government does and does not do, to assist in this valuable industry. For instance, it is pointed out that the Department of Marine and Fisheries spent some $4,000,000 on harbor improvements in Vancouver and decided that as Ottawa was too far away to properly administer such an amount, a local board would be created, which would better understand the local conditions and the administration of the harbor works. Yet when it comes to Federal attention to fisheries, the Government works at long distance range, in spite of the fact that there are twenty millions or more invested in the fishing industry in British Columbia.

The salmon industry in itself is sufficient to warrant more careful investigation on the part of Government officials. It is to be hoped that the Ottawa officials will attend the convention so as to secure first-hand knowledge regarding conditions. International regulations need careful consideration. Canadian canners at the Pacific coast must pay a duty if they purchase from a United States fisherman. United States packers can come into British Columbia wharfs and bid for the raw fish and pay nothing to any Government. British Columbia canners are keenly interested in the question of an embargo on British Columbia fish, and this is a point that our Federal authorities should thoroughly investigate.

MANY manufacturers are now realizing that the retail grocer is the big medium that finally markets their products. He is the one who has the final say as to whether certain articles shall reach the ultimate consumer. The retail grocer is not a mere "hander-out"; he has become a scientific salesman, one who wants to know all about the products he sells, how they are made, what they are made from, so that he can talk intelligently to his customers about the articles he is selling. The manufacturer who takes his wares to the retailer is surely going to get the cream of the business and will win the friendship of that hardy animal, the retail grocer.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The large Dearborn building in Prince William Street, St. John, N. B., which was destroyed by fire with heavy loss some weeks ago, is to be rebuilt. It had housed for some time the Dearborn wholesale grocery house. Dearborn mills have been taken over by the Canada Spice and Specialty Mills, Ltd., which have already started operations and arranged to have rebuilt for them the building in question. In the meantime they will use a building in Water Street for their manufacturing. They will manufacture an extensive line of high-grade food products. Those behind the venture are the wholesale grocery concerns of Baird & Peters, Jones & Schofield, and Puddington, Wetmore and Mossion, of St. John; A. F. Randolph & Son, Fredericton, and The Reed Co., of Moncton. They came to the decision that they were spending too much money out of the Province for goods which they were handling, and the new company comes from their desire to remedy that condition.

Largely through the efforts of the Retail Merchants' Association, St. John, N.B., will have Daylight Saving this year. They sent delegations to the City Hall to ask for this enactment and were supported by delegations from the St. John Clerks' Association. Daylight time became effective May 22.

Ontario

T E. Stratton has opened a new grocery store at 590 Bank Street, Ottawa.

The Canadian Decalcomania Co., Ltd., has purchased from McCaskey Systems, Ltd., the vacant lot at King Street and Virgin Place, Toronto, for $10,000, and will erect a $100,000 factory.

Jas. T. Cluff, of Cluff & Son, grocers, Bloor street West, and Keele Street, has passed away at the age of 76 Mr. Cluff was born at Seaforth, Ont., and the remains were buried there, a stone's throw from where he was born. He was in the grocery business in Toronto for 15 years. His son runs the grocery business at the above corner.

BUSINESS CHANGES

S. R. Scissons has opened a new grocery in Almonte, Ont.

The stores of Owen Sound are closing every Wednesday afternoon during the summer months.

The merchants of Simcoe, Ont., have decided on Thursday afternoon, as their half holiday.

The travellers' club of Brantford carried on a house to house campaign recently and raised $5,000 for the Children's shelter.

James Egan, Simcoe, Ont., has sold his grocery business to Roy Van Petter, and has purchased a grocery on Dundas Street, London, Ont.

Sam Mahon, head clerk of the Mahler Grocery, Chatham, Ont., was held up at the point of a gun last week. He was compelled to walk down the street a distance of two blocks, with the gun pressing against his back. He was relieved of cash to the amount of $46.

Robert M. Moncur, resident manager for Gorman, Eckert & Co., London, Ont., was recently elected president of the Hamilton Commercial Travellers' Association.

Ed. Wittich of Hunstein and Wittich, Cargill, Ont., has withdrawn from the firm, and has been succeeded by Harvey Grice, who has been connected with the business for twenty-five years.

The newly organized retail clerks' union at London, Ont., has now a membership of 200. There are over 700 clerks in the city, and an effort is being made to get them all into the membership.

Early Closing on Saturday Nights

St. Thomas Merchants Decide to Close Their Stores at 9 o'Clock on Saturday Nights

Nine o'clock Saturday night closing from October 1 to April 31, and ten o'clock closing the remaining five months of the year has been adopted in St. Thomas, Ont. This was unanimously decided on at a meeting of the St. Thomas Retail Merchants' Association last week. The decision was the outcome of a giant petition and request from the Retail Clerks' Association for nine o'clock closing the entire year. While the majority of the merchants favored the clerks' request, they did not think it in the best interest of business to introduce the year-round change at once. It was the consensus of opinion that the general public will be so amenable to nine o'clock Saturday closing next spring that its continuation during the summer months will be possible. The ten o'clock closing becomes effective Saturday, May 29.

The Wednesday half-holiday question is also a live topic with the St Thomas merchants. The clerks have requested Wednesday half-holidays during May, June, July, August and September and the grocers and butchers have gone one better and have unanimously agreed to close their stores Wednesday afternoons twelve months in the year. The other branches of the retail trade, however, have not been able to agree on the matter.

The grocers and butchers have also signed up to a man to close their places of business at 6.30 instead of 7 p.m., every night in the week except Saturday.

L. O. Pearson, president of the Retail Merchants' Association of St. Thomas, and manager of the Pearson and Mortin chain grocery stores, worked tirelessly at the task of getting his brothers-in-trade lined up on the early closing proposition, and is now engaged in developing a creditors' league for the elimination of all "dead-beats" in St. Thomas.

BACK COME GERMAN AND AUSTRIAN GOODS

In the House of Commons the other day a member enquired as to the imports from Germany and Austria during the year 1919, and for the same information during the first three months of 1920.

The reply of Hon. Mr. Burwell is very illuminating as it indicates that Germany and Austria are coming back on to the Canadian market rather strong.

During 1919 Canada imported from Germany $14,041 worth of goods, and from Austria $799, making a total for the year of $14,820.

During the first three months of 1920 this country bought from Germany $30,233 worth of goods and from Austria $49,944 making a total of $79,167.

In other words during the first three months of this year we have bought from Germany and Austria almost six times as much goods as we purchased from them all of last year. At the same rate there will be quite a substantial total of imports from these erstwhile enemy countries by the end of 1920.

BISCUIT MAKERS' CONVENTION

The twentieth annual convention of the Biscuit and Cracker Manufacturers' Association of the United States will be held in Cincinnati on June 29 and 30.

COMPANIES INCORPORATED

Sugars of Canada, Ltd., Toronto, has recently been incorporated with a capital of $2,000,000 divided into 4,000 shares of $500 each.

The Montreal Preserving Co. has been incorporated with a capital of $100,000, divided into 1,000 shares of $100 each The chief place of business is at Montreal

NEWS FROM WESTERN CANADA

G. F. Taylor, River Avenue, Winnipeg, has sold to C. Halton.

J. Grey, 1583 Main Street, Winnipeg, has sold his busines to J. Murray.

P. E. Garrard, 824 St. Matthews Avenue, Winnipeg, has sold his grocery and butcher business to J. La Gallias.

W. Smith, 500 McDermot Avenue, Winnipeg, has disposed of his grocery and provision business to J. Kaplan.

Bradshaw & Ball, 270 Lilac Street, Winnipeg, have sold their butcher and grocery business to E. Standen & Son.

Mr. A. C. Banjamin has recently bought the property and business of A. Stitt, 345 Kensington Street, St. James, Man.

L. J. Plant has removed from his old place of business on McDermot avenue, and will be located at 559 Elgin street, Winnipeg.

J. E. Wales, 1741 Main Street, Winnipeg, has sold his grocery and provision business at the above address to J. Alcock & Co.

J. A. McDowell, 646 Portage Avenue, Winnipeg, has moved his business to new premises on the corner of Sherbrooke Street and Westminster Avenue.

C. W. Hamilton, who has conducted a bakery in Red Deer, Alta., for a number of years, has just recently bought out the grocery stock of W. J. Clement, Red Deer.

Wm. Grier, formerly of Penhold, Alta., in the general store business, is now conducting a grocery business in Red Deer, Alta., having bought out the stock of the late Thos. Lowes.

C. E. McComb has opened a store at 901 Corydon Avenue, Winnipeg, for the sale of groceries and home-cooking. Mr. McCombformerly operated a store on Portage Avenue.

Rodgers & Parent have sold their grocery and meat market on the corner of McDermot and Isabel Streets, to M. Cory. Mr. Cory also operates another store at 310 Trent Avenue, East Kildonan, Man.

The "Donalda Store," situated on the corner of Boardway and Donald Street, Winnipeg, has a new proprietor, Mr. Gillaland, who for the past twelve years was a manager with Brown's, Ltd., Portage la Prairie, Man.

J. H. Hanson, 575 Ellice Avenue, Winnipeg, has sold his grocery and provisions to R. Thompson. Mr. Thompson, previous to his going into business, was in the beef department of the Swift Canadian Co., Ltd., in Winnipeg.

A. Hendry is moving his business from 392 Portage Avenue to the corner of Portage and Sherbrooke Streets, Winnipeg. Mr. Hendry is one of Winnipeg's oldest business men, having been in the grocery and provision business for almost forty years.

B. M. Henderson Brokerage Company, Edmonton, Alta., has been appointed sales representative for the various Tox lines of the Canadian Chemical Co., Lat., Vancouver. These lines include Creatox, the coal saver, Mosqui-tox, the anti-mosquito preparation, Silver-tox and the other products of the company.

G. A. West, who for many years was connected with the wholesale grocery trade of Winnipeg has just returned from service overseas and has opened up an office at 404 Chamber of Commerce Building, Winnipeg. He has been appointed sole agent in Canada for the new British Calculators Ltd., London, Eng. makers of the Bri-Cal Adding Machines. These machines are designed to add coinage as well as weights of every kind. Mr. West has covered the Western field before.

Many Will Attend Fisheries' Convention

Matters of Importance to the Industry Will be Discussed at Big Gathering on June 3, 4 and 5

VANCOUVER.—The annual convention of the Canadian Fisheries Association will be held in Vancouver June 3, 4 and 5, and there are fish experts coming from all directions.

Some of the items on the business schedule are: An international scientific fisheries council; establishment of advisory fishery boards; a progressive policy of Canadian fishery development; transportation and its relation to the development of the fishing industry; increasing the home consumption of fish; the value of fishery colleges; fish culture; the salmon fisheries of the Fraser; standardization and inspection of fish products; the embargo on raw salmon, and the enemies of the Pacific fish.

The committee here expects between 400 and 500 leaders of the industry to attend the convention. Many of them will also take in the gathering of the Canadian Manufacturers' Association. There will be delegates from California, Oregon and Washington, all Canadian points and Newfoundland, and also from American cities on the Atlantic and the Great Lakes.

The password for the week will be "Fish."

Early Closing By-law in Winnipeg Upheld

The city by-law regulating the early closing of retail stores in Winnipeg is upheld as being valid, according to a decision handed down by the Court of Appeal. The appeal was heard before full-court of five judges; only one of the judges was of the opinion that the city did not have power to pass and enforce such a by-law.

The case arises out of the conviction of W. H. Perley before Sir Hugh John Macdonald, police magistrate, on Nov. 28, 1918. The case has aroused great interest in Winnipeg. The by-law provides that certain shops must close their doors between the hours of 6 p.m. and 5 a.m. the following morning. The Retail Merchants Association, it is said, brought about the appeal.

The charge laid against Perley was "that he unlawfully omitted to close and keep closed his shop in the city of Winnipeg, where goods are offered and exposed for sale, between the hours of 6 o'clock in the afternoon on the said date and 5 o'clock in the morning of the next day."

FANNING ISLAND SUES VANCOUVER FIRM

Vancouver.—An echo of the romantic and dangerous days of the war in the South Seas, when the German raiders were in the Pacific, is contained in an action to be commenced by Fanning Island Ltd., against Ramsay Bros., the writ for which was issued on Tuesday.

The regular steamer services and food supplies having been cut off by the exigencies of war, a contract was given to the local firm of biscuit makers to supply the population of Fanning Island with "hard tack." This was shipped in hermetically sealed tins to Honolulu, where it was forwarded by an infrequent steamship line to Fanning Island. It is claimed in the writ that the goods were not in good condition on arrival. Damages amounting to $13,000 are asked.

The manufacturer claims that the goods were in good condition when shipped.

NORTHERN COAST POINTS ARE ALL PROSPEROUS

Vancouver, B.C. (Special).—F. E. Delcourt, who has returned from a tour of the northern coast points in the interests of the W. H. Malkin Co., Vancouver, reports to CANADIAN GROCER that Ocean Falls, Alert Bay, Hardy Bay, Rainy River, and Rivers Inlet districts are all in a very prosperous condition. The mills are all running full blast, the demand for paper, pulp, and lumber keeping them in capacity operation. It is feared that the strike of marine employees and longshoremen will very shortly work a hardship on these points though, as all supplies are brought by water from Vancouver, and as there has been no necessity to order great quantities at a time, there is very real danger of the various camps finding themselves short.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery business this week is the tax on sales, many lines now costing the retailer two per cent. more which has already been put on by some manufacturers and jobbers. The sugar situation shows no improvement, supplies are short and it is almost a positive fact that supplies will be two cents per pound higher. Business is reported in a healthy condition.

MONTREAL—There is a distinct feeling of uncertainty on the Montreal market at the present time. The merchants and manufacturers are slow to make quotations or transact any large business until the Government's recent budget demands are more clearly understood. As a result the market is inclined to be quiet for a time. On the other hand the produce, fruit and vegetable market is lower this week with the increased home production. Vegetables, except potatoes are much cheaper and oranges have experienced a sharp decline. Potatoes have reached the highest price demanded here this season. Seven dollars per bag is asked. Cereals are higher, an increase of twenty-five cents on cornmeal and rolled oats. Japan teas are quoted two cents a pound higher this week. Wrapping paper, canned peas and peaches are higher.

TORONTO—The markets generally are firm with advances registered on evaporated milk, cocoa, lemonade and orangeade powder, marmalade and package oatmeal. Supplies of granulated sugar remain scarce and refiners now state that it will probably be about the 5th June before supplies are rolling freely. Refiners also state that an advance around 2 cents per pound will take place almost immediately. A strong market is noted for syrups and molasses. Corn flour, fancy corn meal and split peas are higher. Flaked wheat and cracked wheat are also higher. The cereal market is ruling quite firm under a very quiet demand. Cooked peas in packages have declined 60 cents per case. Wheat flakes, corn meal, farina, pancake flour, hominy and barley in packages have advanced 20 to 90 cents per case. The spice market is firm. Jamaica ginger and pure mustard are quoted higher. Nutmegs are scarce and slight advances have occurred. The trend of the primary coffee markets are firm to higher. Importers are experiencing some difficulty in getting supplies due to the poor transportation.

There is an active demand for canned goods and dried fruits. Canned peas are scarce. Figs are cheaper owing to the jobbers desiring to clean up stocks before the warm weather. There is an unsettled condition developed in the nut market. Nuts in the shell at New York have declined about 40 per cent. Shelled almonds, walnuts and filberts are very unsteady and quite a spread is noted in quotations. Potatoes continue scarce and are selling at higher figures. Other vegetables are arriving freely and a brisk demand is noted. The pineapple season is in full swing and dealers are of the opinion that the lowest prices have been reached.

There is an easier tendency to most produce and provision markets. Dressed hogs are up slightly but butter, eggs, shortening, beef cuts and poultry are easier. The cheese market is firm.

WINNIPEG—The Western market has been very quiet all week. While most lines of groceries have been very firm, no changes in prices have taken place. The sugar market remains unchanged. Corn syrup and starches are very firm, with every indication of increased prices. Cereals and package goods remain firm. Canned fruits of all descriptions are very scarce. The peanut market is active. Coffee holders are awaiting their opportunity to increase prices, while the tea market is in an unsettled condition. The fruit and vegetable markets have been very active. Large quantities of bananas, oranges and cocoanuts are arriving daily, while California cherries, pineapples and Missouri strawberries are being shipped in express lots. Potatoes have an inclination to advance, and new shipments of spinach, asparagus and cabbage are arriving freely.

QUEBEC MARKETS

MONTREAL, May 28.—The sugar and molasses market is very strong. Japan teas are listed two cents per pound higher. Spices are firm and the situation is rather doubtful at the present time due to the new tax regulations. Potatoes have reached the highest price demanded here this season. Corn meal, rolled oats and wrapping paper are higher. Flour is unchanged. Millfeeds are practically unobtainable.

Sugar Market Is Strong

Montreal.

SUGAR.—There is no change in the sugar situation this week. The present prices are very strong. There are conflicting reports as to the raw sugar situation. Rumors are current that there is a large supply of raw sugar on its way to Montreal at the present time, but the manufacturers do not confirm the report. It has been pointed out to CANADIAN GROCER that the price of raw sugar tot-day far exceeds the price of refined offered on the market, and, as a result, if the situation continues as it is the price of the refined must shortly advance again to meet the present high cost of the raw.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal.

MOLASSES.—The molasses market is exceedingly strong as a result of the continued high price of raw sugar. There is no change however this week on either molasses or corn syrups.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 09½
Half barrels	0 09¾
Kegs	0 10¼
2-lb. tins, 2 doz. in case, case	6 70
5-lb. tins, 1 doz. in case, case	7 75
10-lb. tins, ½ doz. in case, case	7 25
2-gal. 24-lb. pails, each	3 00
3-gal. 35-lb. pails, each	4 45
5-gal. 65-lb. pails, each	7 15
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	7 30
5-lb. tins, 1 doz. in case, case	8 25
10-lb. tins, ½ doz. in case, case	8 05
Cane Syrup (Crystal) Diamond—	
case (2-lb cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85
	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Increase on Package Corn Made

Montreal.

PACKAGE GOODS.—There have been a few changes in package goods prices this week. Corn meal in packages is quoted 65 cents a case higher and is now sold for $4.25 per case. On account of competition on the market the price of certain corn flakes has been reduced this week, and $4 is probably the maximum price. The price on package rolled oats is very strong in view of the advance on bulk rolled oats. Chinese starch has advanced 50 cents per case and is now quoted at $7.

PACKAGE GOODS

Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rolled oats, 20s	6 50
Do., 18s	2 42½
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 2 doz.	3 65
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1⅓s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (3-lb. pack.) doz.	3 15
Do. (6-lb. pack.), doz.	6 20
Corn Starch (prepared)	0 14
Potato flour	0 16
Starch (laundry)	0 12½
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 15 pkgs. case	5 50
Chinese Starch	7 00
Package Cornmeal	1 25

Rolled Oats Higher

Montreal.

CEREALS.—There has been a change in the price of cereals this week on rolled oats, hominies and corn meal. As CANADIAN GROCER has intimated in previous issues, the price of corn meal has strengthened up to an advance. Rolled oats in some quarters is quoted as high as $6 per 90-lb. bag, this being an advance of 25 cents per bag on prices quoted last week. Pearl hominy has also advanced 25 cents per 98-lb. bag.

CEREALS—		
Cornmeal, golden granulated		5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)		7 25
Barley (roasted)		
Buckwheat flour, 98 lbs. (new)		6 00
Hominy grits, 98 lbs.		6 50
Hominy, pearl (98 lbs.)		6 50
Graham flour		6 00
Do., barrel		13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 60	6 00

Canned Peaches and Peas Up

Montreal.

CANNED GOODS.—There have been a few changes this week on the prices of canned goods. Canned peas are a little higher. Early June are quoted at $2 and Standard Peas at $1.95. This is an advance of 5 cents on prices quoted last week. Canned peaches in No. 2, in heavy syrup, are 25 cents a case higher, being quoted at $4. The other prices remain firm and unchanged. There is a good demand at the present time for canned goods on account of the summer trade.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee		2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards		1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s		2 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2		20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.		9 50
Do., gallon, table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90

No Change in Coffee or Cocoa

Montreal.

COFFEE AND COCOA.—No change is evidenced this week on either coffee or cocoa although the market is reported very strong and the demand very good. The consumption of both these beverages is very high for this season and the

manufacturers are only able to supply the immediate requirements.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Dried Fruits Are Strong

Montreal.

DRIED FRUITS.—There has been no change in the price of dried fruits this week although the market is very firm on both lines. Manufacturers of dried peel are unable to supply the market on account of the big shortage of sugar. Although the new tax has come on some importations, CANADIAN GROCER is given to understand that it will not affect any importations of dried fruits. There will be, however, a new listing of prices within the next week or so to include a "sales tax," as this will appear on the wholesale price from the manufacturer.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 34
Do., choice, lb.	....	0 25
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 24
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 65
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 45
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Figs, Spanish (cooking), 22 lbs. boxes, each	....	0 12
Figs, Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 48
Do., 7 Crown, lb.	....	0 52
Figs, mats	....	4 75
Do. (25-lb. boxes)	....	2 75
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Wrapping Paper One Cent Up

Montreal.

MISCELLANEOUS.—The price on bottled Vichy water has advanced during the week. The quotation at the present time is $14 per case, an advance of 75 cents on the previous price. Chinese liquid blue has advanced ten cents per dozen. The ordinary brown wrapping paper has advanced one cent a pound to 10 cents, and manila paper is listed 1¼ cents higher, and is now 10½ cents per pound. English golden syrup has advanced $3 per case for both the one and two pound tins, and is now quoted at $22 and $23 per case of 112 pounds. A supply of liquid Camp coffee has reached the market here which has been out of stock for some time. Epsom salts have dropped 1 cent per box, and dried green peas are quoted 1 cent per pound cheaper at 9 cents.

Rice Supplies Are Low

Montreal.

RICE.—There is no change in the price on rice this week although the market is very strong and the supply short.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Japan Teas Two Cents Higher

Montreal.

TEA.—There has been an increase of 2 cents a pound on all Japan teas. The reports on the new crop are far from promising as reported in the previous issue of CANADIAN GROCER. The price on Ceylon teas remains unchanged and the market is inclined to be weaker.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 72
Early picking	....	0 77
Finest grades	....	0 82
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken tea may be had from jobbers on request at favorable prices.

Nuts Are Not Affected

Montreal.

NUTS.—There has been no change in the price of nuts during the week; the market is very strong and there is a very good demand for many lines, especially peanuts. There will be no change in the price of imported nuts as a result of the new tax. CANADIAN GROCER is given to understand that the new taxes do not include imported nuts except on the "sales tax" of 1 per cent.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	....	0 21
Do., Coons	....	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., Salted Java, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	....	0 43
Fancy splits, per lb.	....	0 38
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 34
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Spices Remain Firm

Montreal.

SPICES.—There has been no change in the price of spices this week despite the fact that the market is very strong and the supply on some lines very poor. The opening of navigation has not affected the price on spices to any degree. The wholesale dealers in spices appear to be at a loss as to the real meaning of the new taxes. They are very reticent in making quotations on spices at the present time. It is hoped that during the week a definite basis will be decided and prices quoted that will cover the new Government demand.

Allspice	....	0 22
Cassia (pure)	0 32	0 34
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 40
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
64, lb.	....	0 45
80 lb.	....	0 40
100, lb.	....	0 40
Ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 30
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 30
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20
Cream of Tartar, pure, French	....	0 85

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Oranges Are Priced Lower

Montreal.

FRUIT.—There has been a change on the price of oranges this week with lower quotations on stock on hand. Oranges are coming in better supplies and there has been a decrease in the price of from $1 to 50 cents per case. Valencias are offered at $9.50 per case of 100's, this being the best price that has been offered on oranges within the last three months. The market is very well supplied with bananas at the present time and the prices are probably a little weaker than they have been.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00

Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	**6 00**	**7 00**
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	6 50
126s	....	7 00
150s	....	7 50
176s, 250s	....	10 00
Florida, case	....	6 00
Cocoanuts	....	13 00
Pineapples, crate	....	8 50

Lower Prices on Vegetables

Montreal.

VEGETABLES.—The vegetable market is very much relieved this week with a better supply of home products. There has been a general dropping off in prices due to better supplies. Asparagus is offered $1 per dozen lower than last week. Cucumbers are offered at $5 per hamper in contrast to $3.50 per doz. last week. Potatoes are high this week, being quoted at $7 per bag. This is the maximum price that has been reached at any time this season. Lettuce and carrots are also offered cheaper this week. The market is in very good supplies and the demand is very much improved.

Asparagus, Can., doz., large	....	4 00
Beans, new string (imported) hamper	....	5 00
Cucumbers, hamper	....	5 00
Chicory, doz.	....	0 50
Cabbage (Montreal), barrels	....	7 00
Do., crate	....	6 00
Carrots, bag	....	2 50
Garlic, lb.	....	**0 50**
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	**4 00**
Mint	....	**0 60**
Mushrooms, lb.	....	**1 00**
Onions, Yellow, 75-lb. sack	....	12 00
Do., Texas, crate	....	4 50
Oyster plant, doz.	....	**0 75**
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	**0 60**
Parsnips, bag	....	**1 75**
Potatoes, Montreal (90-lb. bag)	....	7 00
Do., New Brunswick	....	7 00
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	**6 00**
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	**0 40**
Florida lettuce (hamper)	....	9 00
American parsley, doz.	....	1 50
Watercress (per doz.)	....	**0 75**
Lettuce (curly), 3 doz. in box	....	4 00
Tomatoes (Florida), crate	....	12 00
New Carrots, hamper	....	4 50
Shalots, doz.	....	1 50
Wash. Celery	....	2 50

No Change in Flour Prices

Montreal.

FLOUR.—There has been no change in the price of flour this week although the market was very strong, and milling has not come back to its former production. The demand for flour for exportation is very good and is the main factor in keeping prices very strong at home.

Spring Wheat Flour	....	14 75
Winter Wheat Flour	....	13 10
Blended Flour	....	14 20
Graham Flour	....	14 75
Whole Wheat Flour	....	14 75
Corn Meal Flour	....	11 30

Hay Market Keeps Strong

Montreal.

HAY AND GRAIN.—There has been no change in the price of hay this week. The high market quoted last week remains very firm and the offerings are not on a large scale. The price of feed still remains high and quotations vary. The mill feeds are very strong as a result of the decrease in production of flour. In fact mill feeds are at a premium at the present time.

Hay—		
Good, No. 1, per 2,000 lb. ton	....	33 00
Do., No. 2	....	30 00
Do., No. 3	....	28 00
Straw	....	**15 00**
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 29½
No. 3 C.W.	....	1 24
Extra feed	....	1 24
No. 1 feed	....	1 23
No. 2 feed	....	1 21
Tough 3 C.W.	....	1 22
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	**1 60**
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

ONTARIO MARKETS

TORONTO, May 28.—The markets generally are firm with advances registered on many lines. Supplies of granulated sugar remain scarce and refiners state that an advance of around 2 cents per pound is due almost immediately. Practically all corn and wheat cereals have advanced. The nut market is very unsettled. Jamaica ginger and pure mustard have advanced, also nutmegs show slight advances. Potatoes continue scarce and are quoted at higher figures. The pineapple season is in full swing.

Sugar to be Higher

Toronto.

SUGAR. — Supplies of granulated sugar remain scarce and refineries now state that it will probably be about the 5th of June before supplies will be arriving freely. Some shipments of yellows have arrived. Refiners state that an immediate advance will take place. This advance will be around 2 cents per pound.

St. Lawrence, extra granulated, cwt.	19	21
Atlantic, extra granulated	19	21
Acadia Sugar Refinery, extra granulated	19	21
Dom: Sugar Refinery, extra granulated	18	71
Canada Sugar Refinery, granulated	18	71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c ;No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

A Strong Market for Molasses

Toronto.

CORN SYRUPS.—The situation in corn syrups is firm under the recent advance.

MOLASSES.—There is a strong market for all grades of molasses and higher prices are looked for.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10¼
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Some Corn Products Advance

Toronto.

CEREALS.—Cornflour and fancy cornmeal has advanced 25 cents per bag. Split peas are up ½ cent per pound. Flaked wheat has advanced 80 cents per 100-lb. barrel. Cracked wheat is also up 25 cents per bag. The market is ruling firm and the demand is quiet.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	**4 50**
Buckwheat Flour, 98s	....	**6 25**
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	**10 00**
Linseed meal, 98s	....	**6 75**
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	**0 11¾**
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Wheat and Corn Cereals Higher

Toronto.

PACKAGE GOODS.—Wheat cereals in packages have advanced. "Pettijohn" breakfast food now quoted at $3.50 per case. Cornmeal, farina, wheat flakes, pancake flour, hominy and barley in packages have advanced 20 to 90 cents per case. Cooker peas in packages have declined 60 cents per case, now quoted at $5.60.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	1 15

Porridge Wheat, 36s, regular, case	....	**6 00**
Do., 20s, family, case	....	**6 80**
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12¾
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 14¼
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 16½
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs	....	0 16
Fine oatmeal, 20s	....	**6 75**
Cornmeal, 24s	....	4 25
Farina ,24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	3 90	4 00
Buckwheat flour, 24s	3 90	4 00
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	**4 60**
Puffed Rice, case	....	**5 70**
Health Bran, case	....	**2 60**
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	**3 60**
Do., Buckwheat Flour, 30 to case	....	**3 60**

Ginger and Mustard Higher

Toronto.

SPICES.—The spice market is firm. Jamaica ginger has advanced to 50 cents per pound. Pure mustard is higher, now quoted at 60 cents per pound. Nutmegs are scarce and slight advances have taken place.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

Coffee Market Firm to Higher

Toronto.

COFFEE.—The trend of the primary coffee markets are firm to higher. Importers are experiencing difficulty in getting supplies, due to the poor transportation facilities in the U.S.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Tea Market Firm

Toronto.

TEAS.—Fine teas showing any quality are almost unobtainable. Medium grades are also scarce. Lower grade teas, however, are plentiful, but there is a very small demand for this grade of tea and consequently prices are low.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods Are Steady

Toronto.

CANNED GOODS.—There is an active demand for all lines of canned fruits and vegetables. Many wholesales have been easing off their stocks of these lines and consequently their quotations are lower than the packers.

Salmon—		
Sockeye, 1s, doz.	....	**4 75**
Sockeye, ½s, doz.	....	**2 75**
Alaska reds, 1s, doz.	**4 25**	**4 50**
Do., ½s	....	**2 50**
Lobsters, ½ lb., doz.	....	**6 50**
Do., ¼-lb. tins	....	**3 90**
Whale Steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**2 10**
Canned Vegetables—		
Tomatoes, 2½s, doz.	**1 95**	**2 00**
Peas, Standard, doz.	**2 25**	**2 50**
Do., Early June, doz.	....	**2 40**
Do., Sweet Wrinkle, doz.	**2 50**	**2 70**
Beets, 2s, dozen	....	**1 45**
Do., extra sifted, doz.	**2 77½**	**2 82½**
Beans, golden wax, doz.	....	**2 00**
Asparagus tips, doz.	**4 25**	**4 75**
Asparagus butts, 2½s, doz.	....	**2 50**
Canadian corn	**1 75**	**2 10**
Pumpkins, 2½s, doz.	....	**1 35**
Spinach, 2s, doz.	....	**2 15**
Do., 2½s, doz.	**2 62½**	**2 80**
Do., 10s, doz.	....	**10 00**
Pineapples, sliced, 2s, doz.	**4 75**	**5 25**
Do., shredded, 2s, doz.	**4 75**	**5 25**
Rhubarb, preserved, 2s, doz.	**2 07½**	**2 10**
Do., preserved, 2½s, doz.	**2 65**	**4 52½**
Do., standard 10s doz.	....	**5 00**
Apples, gal., doz.	....	**6 25**
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	**3 00**	**4 25**
Plums, Lombard, 2s, doz.	**3 10**	**3 25**
Do., Green Gage	**3 25**	**3 40**
Cherries, pitted, H. S.	**4 35**	**4 40**
Blueberries, 2s	**2 25**	**2 40**
Strawberries, 2s, H.S.	....	**5 25**
Blueberries, 2s	**2 35**	**2 45**
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 08
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Dried Fruits Unchanged

Toronto.

DRIED FRUITS.—There is no change in the dried fruit market. Evaporated apples are weak although jobbers' quotations have not changed. The demand is fairly brisk.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Cal., 10 oz., 12s, case	....	2 00
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 24
60-70s, 25s	0 19	0 22
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Evaporated Milk Higher

Toronto.

EVAPORATED MILK. — Carnation milk has advanced as follows: Large cans now quoted at $7.50 per case and small cans at $6.85.

Nut Market Unsettled

Toronto.

NUTS.—There is an unsettled condition developed in nut market. Nuts in the shell at New York have declined about 40 per cent. Shelled almonds, walnuts and filberts are very unsteady. New cracked Brazil nuts are quoted at 85 to 88 cents per pound.

Almonds, Tarragonas, lb.	**0 31**	**0 33**
Butternuts, Canadian, lb.	....	**0 08**
Walnuts, Cal., bags, 100 lbs.	**0 40**	**0 45**
Walnuts, Bordeaux, lb.	**0 28**	**0 30**
Walnuts, Grenobles, lb.	....	**0 33**
Do., Marbot	....	**0 30**
Filberts, lb.	....	**0 25**
Pecans, lb.	**0 30**	**0 32**
Cocoanuts, Jamaica, sack	....	10 50
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	**0 32**	**0 33**
Mixed Nuts, bags 50 lbs.	....	**0 32**
Shelled—		
Almonds, lb.	0 65	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	....	0 68
Peanuts, Spanish, lb.	....	**0 25**
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

No Improvement in Rice Market

Toronto.

RICE.—The situation in the rice market shows no improvement. Some small shipments have arrived, but generally stocks are low. Quotations are unchanged.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 13½	0 14
Do., Pakling	....	14 00

Some Lines Advance

Toronto.

MISCELLANEOUS.—"Quaker" macaroni and spaghetti have advanced to $3.35 per case. "Majestic" lemonade and orangeade powder have advanced to $1.35 per dozen. Van Houten's cocoa, now quoted as follows: ¼s, $3.65 per dozen; ½s, $6.75 per dozen; 1s, $13 per dozen. Furnivall's marmalade has advanced, cases of 24 12-ounce jars, $3.25 per dozen; 24 16-ounce jars, $3.95 per dozen; 12 4-lb. tins, $1 per tin. Tillson's fine cut oatmeal has advanced to $7.50 per case. Puffed rice pancake flour have advanced to $3.90 per dozen.

Potatoes Are Higher

Toronto.

VEGETABLES.—Potatoes are now selling at $7.75 per bag and are very scarce. Local asparagus is arriving freely and prices have lowered. Hothouse tomatoes are quoted at 60 cents per pound. Hothouse cucumbers are $4 to $4.50 per basket. Florida cucumbers are $6 to $7.50 per hamper. Other vegetables are arriving freely and a brisk demand is noted.

Carrots, per bag	2 50	2 75
Parsnips, per bag	....	....
Radishes, Cal., doz.	....	0 75
Onions, Yellow Danvers, per lb.	....	....
Spanish Onions, large case	....	....
Onions, white, large sacks	....	....
Cauliflower, Col., standard crate	....	....
Potatoes—		
Ont., 90-lb. bags	7 50	7 75
Turnips, bag	....	....
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	....	6 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	....	6 00
Do., Texas, barrel	....	5 50
Green Onions, doz. bunches	....	0 40
Green Peppers, doz.	....	1 00
Rhubarb, outdoor, doz.	0 50	0 75
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	....	....
Mexican Tomatoes in lugs	....	....
Cucumbers, Florida, hampers	6 00	7 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers	....	3 75
Asparagus, per basket	....	2 00
New Beets, hampers	....	3 50
Wax Beans, hampers	....	5 00
Onions, Texas, crates	....	4 00
Do., Egyptian, sacks about 112 lbs.	....	10 00
Hothouse Tomatoes, lb.	....	0 60
New Potatoes, Florida, No. 1, bbl.	18 00	20 00
Do., No. 2, bbl.	16 00	17 50
Do., No. 2, hampers	....	5 50

Strawberries Are 45 Cents

Toronto.

FRUIT.—Navel oranges have advanced 25 to 50 cents per case. California Valencia oranges are quoted at $7.50 to $8 per case. Strawberries are arriving freely and are quoted at 45 cents per quart box. Pineapple season is now in full swing and dealers are of the opinion that prices will not be any lower. Quotations are $7 to $7.25 per crate.

Cal. Navel Oranges—		
126's, per case	....	7 50
150's, per case	....	8 00
176's, 200's, 216's, 250's, per case	8 50	9 00
Oranges, Valencias—		
126's, 150's, 176's	7 50	8 00
Do., seedlings	....	....
Bananas, Port Limon	....	0 09½
Lemons, Cal., 300's, 360's	5 50	6 00
Do., Messinas, 300's	....	5 00
Grapefruit, Florida—		
64's, 70's, 80's, 96's, 126's	7 50	9 50
Grapefruit, Cuban—		
36's, 46's, 54's	....	....
64's, 70's, 80's, 96's, 126's	....	....
Apples, New Jersey—		
Baldwins	....	....
Starks	....	....
Russetts	....	....
Apples, Ontario—		
Spys, No. 1, bbl.	....	....
Do., Nos. 2 and 3	....	....
Baldwins	....	....
Box, all sizes, per box	5 00	5 50
Strawberries, pints	....	....
Do., qts.	....	0 45
Pineapples, Cubans—		
18s, 24s, per crate	....	7 00
36s, per crate	....	7 25

Flour Market Firm

Toronto.

FLOUR.—The flour market is ruling firm under recent advances.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

Millfeeds Remain Scarce

Toronto.

MILLFEEDS.—The acute shortage of bran and shorts that has prevailed for some time shows no improvement. Quotations for bran remain at $54 per ton and shorts at $61.

MILLFEEDS—		
Bran, per ton	....	54 00
Shorts, per ton	....	61 00

WINNIPEG MARKETS

WINNIPEG, May 28.—The sugar market is unchanged. Supplies are still scarce. Corn syrups are firm and higher prices are expected. Rolled oats are firm. Some lines of canned fruit are off the market. Canned tomatoes are strong. Supplies of coffee are short and higher prices are asked. The tea market is firm and Japan teas are expected to be 40 per cent. higher. Beans are steady. Rice is becoming scarcer. Fruit and vegetables are arriving freely but are going rapidly into consumption.

Sugar Unchanged

Winnipeg.

SUGAR.—No new developments have happened this week in the sugar market. Raw sugar is selling in the New York market at a much higher price than is quoted for refined on our Western market. There is no change as yet in prices but an advance is expected.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Corn Syrup Firm

Winnipeg.

SYRUPS.—The syrup market is firm with a tendency toward higher prices.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 10
Cases, 5 lb. tins, white, 1 doz. in case	....	8 10
Cases, 10 lb. tins, white, ½ doz. in case	....	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 50
5s, 4 doz. in case	....	4 15
10s, 1 doz. in case	....	4 40

Cereals Remain Firm

Winnipeg.

CEREALS.—The cereal market is very firm and no changes in the price list has been noted.

Cornmeal, golden, 49-lb sacks, per sack	....	2 60
Do., 10-lb. bags, 10 in bale, per bale	....	6 15
Barley, pearl, 98-lb. sack, per sack	....	8.40
Do., pot, 98-lb. sack, per sack	....	6 10
Buckwheat, Gritz, 100-lb. sacks	9 90	11.00
Rolled Oats, 80-lb. sack	....	4.90
Linseed meal, 100-lb. sacks, per lb.	....	0 19
Split Peas, 98-lb. sack, per sack	....	8.50
Do., green, per bushel	....	5.50

Package Oats Strong

Winnipeg.

PACKAGE GOODS.—The rolled oat market has shown considerable strength this past week. Higher prices are not unlikely.

Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case		4 85
" 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4.00
Cooker Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornstarch, No. 1 lb. pkts., per lb.	....	11½
Laundry starch, in 6 lb. kegs	....	13¼
Do., in 6 lb. wood boxes	....	15¼
Gloss starch, 1 lb. pkts., 40 in case, per lb.	....	13¾
Celluloid cold starch, 1s, 45 in case, per case	....	5 35
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case	.	4 60

Canned Fruit Scarce

Winnipeg.

CANNED GOODS.—Several lines of canned fruit are practically off the market, and without a doubt the new pack will be quoted at a much higher price. Canned tomatoes are showing considerable strength, due to the surplus stock being sold to the export trade.

CANNED FRUITS		
Apples, 6 tins in case, per case	....	3 60
Apricots, 1s, 4 doz. case, per doz.	....	3 25
Blueberries, 2s, 2 doz. case, case	....	5 10
Cherries, 1s, 4 doz. case, per doz.	....	4 00
Gooseberries, 2s, 2 doz. case, case	....	6 25
Lawtonberries, 2s, 2 doz. case, case	....	9 00
Peaches, 2s, 2 doz. case, per case	....	7 40
Do., 2½s, 2 doz. in case, case	....	10 70
Do., sliced, 1s, 4 doz. case, doz.	....	3 50
Do., halved, 1s, 4 doz. case, doz.	....	3 50
Pears, 1s, 4 doz. case, per doz.	....	4 00
Do., 2s, 2 doz. case, per case	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case	....	6 15
Do., Lombard, 2s, 2 doz. case, per case	....	6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case	....	10 50
CANNED VEGETABLES		
Asparagus tips	....	2 75
Beans, Golden Wax	....	4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s	....	4 50

Peas, standard, 2s	....	4 25
Do., Early June, 2s	....	4 25
Sweet Potatoes, 2½s	....	3 20
Pumpkin, 2½s	....	2 85
Sauer kraut, 2s	....	4 50
Spaghetti, 1s	....	1 39
Spinach, 2s	....	2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s	....	1 90
CANNED FISH		
Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case	....	10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.	....	4 00
Do., ½s, 4 doz. case, per doz.	....	7 50
Mackerel (imported), 6-oz. tins, 100 to case	....	28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.	....	2 10
Do., 2s, 8-oz., 2 doz. case, doz.	....	3 65
Pilchards, 1s, tall, 4 doz. case, cs.	....	7 50
Do., 2s	....	3 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case	....	15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case	....	10 50
Do., ½s, flat, 96 in case	....	12 25
Cohoe, red, 1s, tall, 48 in case	....	14 50
Cohoe, red, ½s, flat, 96 in case	....	16 25
Sockeye, red, 1s, tall, 48 in case	....	19 50
Do., ½s, flat, 96 in case	....	19 00
Chum, 1s, tall, 48 in case	....	8 50
Kippered, 1s, tall, 48 in case	....	12 00

Peanut Market Active

Winnipeg.

NUTS.—The peanut market is very brisk and with this heavy consuming time at hand the great demand will possibly stiffen the market.

NUTS—		
Almonds, per lb.	31	31½
" shelled	65	66
Brazil	35½	36
Filberts	29½	30½
Mixed nuts	29	
Peanuts, roasted	19	26½
Peanuts, salted	38	
Walnuts	30	30½
Walnuts, shelled	60	66

Coffee Supplies Short

Winnipeg.

COFFEE.—Holders on the coffee market are awaiting their time in disposing of their holdings. The embargo on coffee in New York has caused a local shortage as there is only a limited quantity on hand. Higher prices are being asked.

COFFEES		
Santos, per lb.	0 37	0 38
Bourbon, per lb.	0 38	0 39
Maracaibo, per lb.	0 40	0 42
Jamaica, per lb.	0 42	0 45
Mexican, per lb.	0 42	0 45

Japan Teas to be Higher

Winnipeg.

TEA.—There is every indication that Japan tea will advance over 40 per cent. higher than what was quoted for last year's production. While it is a little early to make a firm statement, recent advices show every indication of a sharp upward tendency in the market.

INDIAN AND CEYLON—		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spices Are Firm

Winnipeg.

SPICES.—The market is very firm. Many lines are being sold to the trade at lower prices than quotations in primary markets.

SPICES—		
Allspice, in bulk, per lb.	....	0 14
Do., 5-lb. boxes, per lb.	....	0 20
Cassia, 1 oz. bundles, per doz.	....	0 60
Do., 5-lb. boxes, per lb.	....	0 36
Cloves, per lb.	....	0 75
Do., 1-lb. tins, per tin	....	0 90
Do., 5-lb. boxes, per lb.	....	0 85
Ginger, Jamaica, per lb.	....	0 38
Do., 5-lb. boxes, per lb.	....	0 42
Nutmeg, 5-lb. boxes, per lb.	....	0 42
Do., in bulk, per lb.	....	0 55
Do., pkts., per doz.	....	0 50
Pastry spice, 5-lb. tins, per lb.	....	0 33½
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.	....	0 37½
Tumeric, per lb.	....	0 33

Prunes Have Strengthened

Winnipeg.

DRIED FRUITS.—No change in the prices of dried fruits this week. The market is very strong. The prune market is showing considerable strength. Currants remain unchanged.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	....	0 29
Currants, 90-lb. ,per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz. to case, per pkt.	....	0 17
Dates, Hallowee, bulk, per lb.	....	0 23
Do., Tunis, per lb.	....	0 26
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., Black, cartons, per carton	....	1 16
Do., Smyrna, table quality, box of 35	....	4 50
Loganberries, 4 doz. in case, pkt.	....	0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton	....	1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes		
30s to 40s	....	0 29
40s to 50s	....	0 25½
50s to 60s	0 19	0 21½
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16½	0 19
90s to 100s	0 15½	0 17
In cartons, per carton	....	1 10
Raisins		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.	....	0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.	....	0 25½
Cal. pkge. seedless—		
11-oz., 36 to case, per pkge.	....	0 20
9-oz., 48 to case, per pkge.	....	0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.	....	0 24
Cal. Bleached Sultanas—		
25-lb. boxes, bulk (fancy), lb.	....	0 33
50-lb. boxes, choice, fancy, lb.	....	0 30

Bean Market Steady

Winnipeg.

BEANS.—There is no change in the price on beans this week, although the market has been showing considerable strength during the past few weeks.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	....	0 13

Rice in Scant Supply

Winnipeg.

RICE.—The rice market holds firm. Supplies are limited. No lower prices are looked for, and in all possibilities an advance may occur. It is more a question of getting sufficient supplies than of price at present.

RICE—		
No. 1 Japan, 50-lb. sack, lb.	....	0 18½
No. 1 Japan, 100-lb. sack, lb.	....	0 18
Siam Elephant in 50-lb. bags, lb.	....	0 15½
Do., in 100-lb. bags, lb.	....	0 15¼
Ground, medium, per doz.	....	1 55
Do., No. 1, per doz.	....	2 15
Do., 100s, per lb.	....	0 11
Do., 50s, per lb.	....	0 18⅛
Do., 10 x 8 lb. bags, per bag	....	1 00
Sago, sack lots, 130 lb. 150 lb., per lb.	....	0 12½
Do., in less quantities	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Fruit Market Active

Winnipeg.

FRUIT.—The first car of pineapples arrived this week and are showing up in good shape. Large supplies of fruit including pineapples, bananas, oranges and cocoanuts are arriving daily. California cherries and Missouri strawberries are arriving in express lots. The market is very active and is practically all sold before another car arrives

FRUITS—		
Valencia oranges, 126s		7 50
150s		8 00
176s		8 50
200s, and smaller		9 00
Lemons, Cal. per case	7 50	8 00

Continuel on page 44.

THE BUSINESS PRESS AND INDUSTRIAL EFFICIENCY

The importance of the "Business Press" as a factor in bringing about improved economic conditions is being more and more widely recognized in the United States. Speaking on this subject at the National Chamber of Commerce at Atlantic City before the Business and Daily Press Group, H. W. Swetland, president of the United Publishers Corporation, emphasized that the publisher, standing in the perspective vantage ground, can foresee and foretell better than any individual operator the necessities confronting industry.

"He must utilize his organization for careful investigations, familiarize himself with the economic processes, and he must then be fearless in his denunciation of improper methods and practices. Correct and underlying principles must be stimulated. Encouragement must be given in weak places and, above all, the danger of inefficiency must be set forth with intelligent and convincing argument. Vital principles sent forth from this meeting must be heralded and reiterated by the press until the whole country is awakened to the enormity and seriousness of the task before it."

The utter futility of dependence on legislation to eliminate our economic ills was stressed by Mr. Swetland. "Neither enactments passed in our legislative halls nor edicts issued by organized element of capital and labor can bring about the results so devoutly wished for," asserted the speaker. "Our industries have been, and are at present being, carried largely by the stimulation of a war market, and consequently war prices not only continue but grow larger. This inflation must be met by increased production, or else the fearful alternative of wholesale reorganization."

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 28. — Several changes in prices are expected soon with the new budget taxes becoming effective on turnover. Advances are looked for on sugar. Molasses is still climbing and is now quoted at $1.75. Eggs are firmer at 48 cents per dozen. Compound lard is easier. Breakfast bacon has advanced from 45 to 48 cents per pound. Dairy butter is firmer at 56 to 58 cents per pound. Potatoes are steady at $9.50 per barrel. Bananas are higher, now selling at 10 to 11 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 65
Rolled oats	....	13 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 33½	0 34
Eggs, fresh, doz.	....	0 48
Lard, pure, lb.	0 31	0 31½
Lard, compound	0 29	0 30
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 62	0 63
Do., dairy, per lb.	0 56	0 58
Do., tub	0 52	0 54
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	19 50
Pinks	11 00	11 50
Cohoes	15 00	15 50
Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	9 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	5 00	6 00
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 28.—Creamery butter declined 5 cents per pound. Dairy butter is more plentiful, now selling at 15 to 52 cents per pound. Cocoa has shown a slight advance. Evaporated milk has advanced 15 to 25 cents per case. Extracts in 2-ounce bottles have advanced 75 cents per dozen. California grapefruit now on the market at $6.50 per case. Sugar supplies are still short. Some jobbers are charging the one per cent sales tax, others are not.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 35
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	18 92
Cheese, No. 1, Ont., large	0 30	0 32
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 45	0 52
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	14 50	15 00
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 22	0 25
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Grapefruit	....	6 50
Potatoes, Alta., per ton	120 00	130 00
Lemons	7 50	8 00
Oranges	....	8 00

Sugar to Advance 2 Cents Per Pound

The Re-Exporting of Sugar Will Not Be Permitted—Board of Commerce Likely to Resume the Control of Sugar.

OTTAWA, May 28.—An immediate increase of 2 cents per pound on sugar was indicated in the statements made by refiners at an informal inquiry being held by the Board of Commerce into the sugar situation.

Present sugar prices in Canada are based on advantageous purchases by refiners when raw sugar was less than half the present price. It was pointed out that retail prices were considerably higher in the United States than in Canada, and that Canadian refiners have not taken the net profit of 40 cents per cwt. allowed them under the recently abrogated sugar control. It was stated that the present retail price in Canada did not come within several cents of the cost of production in Canadian refineries on account of the greatly-increased cost of raw sugar in Cuba.

W. F. O'Connor, K.C., stated that the Board of Commerce had received representations from United States experts that the refining of small quantities of sugar for independent firms made possible a speculation in raw sugar in Cuba, the principal growing country, which was believed to have contributed largely to the enormous increase in the price of raw sugar. For this reason the Canadian authorities had withheld recently the necessary permits for re-export of the finished product.

Some refiners present admitted that the refining of these shipments had been looked upon as a legitimate source of revenue in a business which was otherwise "very much of a gamble," but the refiners expressed their willingness to fall in with the wishes of the authorities in this respect, especially if it had the effect claimed, of increasing the price of raw sugar.

W. F. O'Connor said that the Board of Commerce was in possession of full details of the situation and would not allow undue increase in sugar prices. The question of whether or not the board should resume the control of sugar was one of the questions to be settled after the inquiry was finished. The general attitude of the refiners was that they were not adverse to submitting to the sugar control again if it was deemed necessary in the public interest.

WEEKLY MARKET REPORTS

Continued from page 43

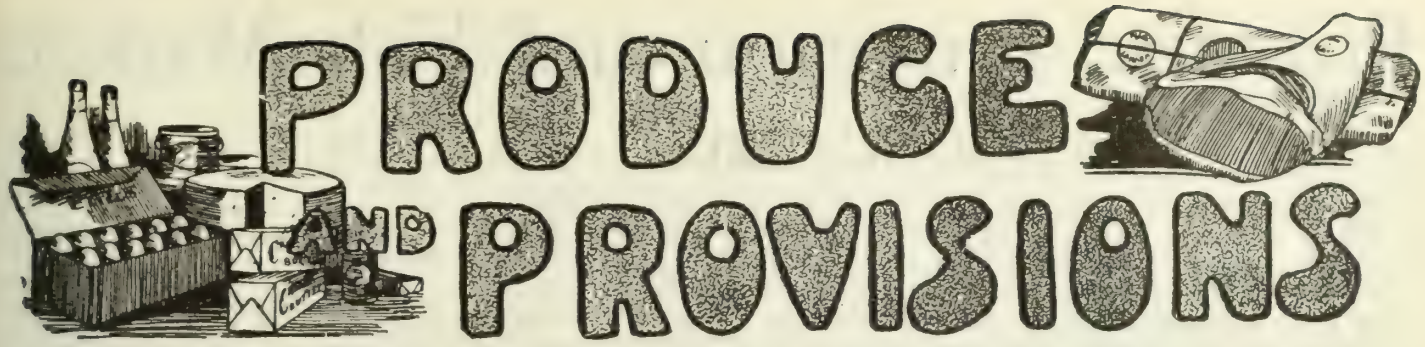
Bananas, per lb.	....	0 12
36s to 46s	....	7 50
54s and smaller sizes	8 00	8 50
Pineapple, case	....	9 00
Cherries, case	....	6 00
Strawberries, 24 qts., case	....	10 00
Cocoanuts, doz.	....	1 75
Washington apples, Winesaps, box	....	5 00

Potatoes to be Higher

Winnipeg.

VEGETABLES. — Large supplies of cabbage, asparagus and spinach are arriving daily. The demand is very active. Most of the dealers are cleaned up before another car arrives. Potatoes are showing every indication of another advance.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	3 50	4 00
Carrots, per cwt.	....	5 00
New carrots, per lb.	....	0 07
Texas onions, per bushel	....	5 00
Cabbage, per lb.	....	0 06
Tomatoes, per lug	....	9 00
Fresh rhubarb, per case	....	4 00
Head Lettuce, per case	....	6 00
Do., per dozen	....	1 75
Leaf Lettuce, dozen	....	0 65
Radishes, per dozen	....	0 65
Green onions, per dozen	....	0 60
Asparagus, per case	....	3 50
Spinach, per case	....	2 50



Salmon Prices Below Production Cost

The Reason for the Lower Quotations on Salmon Lies Chiefly in the Fact That United States Packers Were Not Getting the Export Trade and British Columbia Packers Were

By Staff Correspondent CANADIAN GROCER

VANCOUVER, B. C.—"To understand the salmon market as far as the cheaper grades are concerned, we have to go back to early last fall," said Mr. Millerd, manager of the Gosse-Millerd Packing Co.

"The position then was that the pack of canned salmon in Alaska was short of what the canners anticipated putting up, and they, in order to recoup themselves, made the opening price of 1 lb. tall pinks $2.25 a dozen—or $9 a case—as against $8.50 per case in the opening price of the packers of British Columbia The Alaska packers' opening price for 1 lb. talk chums was $2.10 a dozen or $8.40 per case, as against $6.75 per case—the opening price of the packers in British Columbia. The result was that as soon as the United States packers found out that confirmations of S. A. P. orders were not coming in, and that the packers of British Columbia were getting the export trade, they started to reduce prices, and prices kept on dropping, both in the United States and Canada, and are to-day below production cost. This result was augmented by the fact that owing to extreme efforts put forth to secure large packs during the previous season, a considerable quantity of inferior salmon was packed.

"During the last few weeks," continued Mr. Millerd, "the demand has increased and the market has got firm. The turn in the market came when the jobbers apparently began to realize that the low point in prices for the 1919 pack had been reached and that it would not be possible to purchase the 1920 pack at the then prevailing prices. It would pay the jobber better to buy and hold for future requirements.

Asked as to futures, Mr. Millerd said that Canadian buyers and sellers seemed reluctant to commit themselves, although sales have been made for export trade, quite a considerable business having been done in ½ lb. flat red springs, the last paid being on the basis of $17.50 per case for unlabelled goods.

New Pack Sockeyes in Halves

"It seems to be consensus of opinion," he continued, "that the packers will, this season, pack most of the sockeye salmon in ½ lb. flats, and it is believed that this will also be better from the jobbers' point of view, this salmon now being in the luxury class, the price being too high to merchandise successfully in the larger shapes, and the consumers are gradually beginning to appreciate the fact as a food value and a delicacy a 1 lb. tin of pink salmon is one of the best values obtainable to-day, and after all the great majority of the purchasers of salmon in 1 lb. tins are chiefly interested in it from the point of view of its value as a food—and this they get in pink salmon.

"The British Columbia canned herring," stated this packer, "is now being stocked as a regular line by all grocers, and while the prices received so far have not shown the packers very much of a profit it is very gratifying to find how the demand has increased, both in the Canadian and export markets.

"The packing season for pilchards," said Mr. Millerd, in closing, "is just starting and the packers generally have a good many orders on their books and it will be some time before they catch up. This fish is deservedly getting more popular."

Predicts Higher Prices for Beans

Small Stocks of Kotenashis Are Reported in Japan—High Percentage of Discolored Beans Results in Many Being Rejected

Vancouver.—An importer is authority for the statement made to CANADIAN GROCER that there is every indication that beans will be higher. At present, he says, there is a small stock of good quality Kotenashis in Japan, as with rain damage the quality of the beans offering leaves much to be desired. Buyers and inspectors on the other side are forced to reject about eighty per cent. of the beans offered on account of the high percentage of discolored beans and the high moisture content.

It is stated that, regardless of the offers of some merchants to guarantee two per cent discolored beans and not more than 6 per cent. moisture, the arrivals are nearer 7 per cent. discolored beans, and in one case the moisture content was as high as 21 per cent. A guarantee does not bleach the beans, and the poor quality is a very real condition. It is stated that one San Francisco house that has taken many contracts in the last three weeks guaranteeing quality, is now engaged in buying back their contracts, claiming that a Japanese house has failed and their contracts could not be negotiated. This importer cautions the Canadian buyer to buy beans very carefully and beware of the guarantees, simply because when the quality does not exist it cannot be delivered, and a disappointment, and even a successful damage claim, does not assure the buyer an adequate supply of good quality beans. Good quality beans will be high where obtainable. Michigan beans have been selling at strong prices, and the crop is small.

Peanuts, he claims, have had their decline and are now strengthening up. In his estimation the bargains in peanuts are all gone.

MILK CONDENSERY COMPANY INCORPORATED

The incorporation is announced of Eastern Ontario Milk Products Co. with an authorized capital authorization of $150,000. It is proposed to erect a plant at Gananoque.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 28—The produce market has been rather quiet this week without any changes of note. The fresh fish market is rather low on account of delayed deliveries and the prices are very firm. Fresh lobsters are offered lower this week. British Columbia salmon is dearer this week and lake fish are in very poor supply. Butter is firm, but the predictions are for a very good supply. The prices will be easier, it is said, if the American market does not offer too high a price in competition with the home market. Cheese remains firm with a big export demand, as is also the case with bacon and cured meats.

Fresh Meats Unchanged

Montreal.

FRESH MEATS.—There is no change in the market this week on fresh meats. The demand is fair and the market is reported strong at the prevailing prices.

FRESH MEATS

Hogs, live (selects)	....		0 21
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	....		0 29
Fresh Pork—			
Legs of pork (foot on)	....		0 36
Loins (trimmed)	....		0 41
Loins (untrimmed)	....		0 37
Bone trimmings	....		0 23
Trimmed shoulders	....	0 26½	0 29
Untrimmed	....		0 28
Pork Sausage (pure)	....		0 25
Farmer Sausages	....		0 20
Fresh Beef—			
(Cows)			(Steers)
$0 22 $0 28	..Hind quarters..	$0 25	$0 30
0 12 0 15	..Front quarters..	0 14	0 18
.... 0 40	..... Loins	....	0 44
.... 0 28	..... Ribs	....	0 30
.... 0 15	.... Chucks	....	0 16
.... 0 22	..... Hips	....	0 24
Calves (as to grade)		0 22	0 28
Lambs 50-80 lbs. (whole carcass), lb., frozen		....	0 32
Do., fresh		....	....
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		....	0 20

Barrel Meats Quiet

Montreal.

BARRELLED MEATS.—No change is in evidence this week on barrelled meats. The demand is only fair but there is a very good export trade at the present time. No change is expected and the market is rather quiet.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Strong Market for Cooked Hams

Montreal

COOKED MEATS.—The only change recorded in cooked meats is a minor readjustment of prices on Bologna. The price quoted this week is 15 cents per pound. With the summer weather comes an increased demand for cooked meats and the market is rather taxed. The result is that there is a strong market, especially on cooked hams.

Jellied pork tongues		0 46
Jellied Pressed Beef, lb.		0 33
Ham and bacon, lb.		0 38
Veal and tongue		0 35
Hams, cooked	0 54	0 60
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 75
Blood pudding, lb.	....	0 12
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 15
Ox tongue, tins	....	0 64

Bacon in Good Demand

Montreal.

BACON.—A very good demand is experienced for Canadian bacon, especially for export, and as a result the market is very strong. There has been, however, no change in the prices this week. The prices on smoked hams are very firm, with a good demand.

BACON—		
Breakfast, best	0 46	0 56
Smoke Breakfast	....	0 41
Cottage Rolls	....	0 37
Picnic Hams	....	0 31
Wiltshire	....	0 46
Medium Smoked Hams		
Weight, 8-14, long cut	....	0 32
Do., 14-20	....	0 37
Do., 20-25	....	0 34
Do., 25-35	....	0 27
Over 35	....	0 26

Lard Market Firm

Montreal.

LARD.—The market on lard remains firm at the prices that have been quoted for the last two weeks. The market is rather quiet at the present time.

LARD—		
Tierces, 360 lbs.	....	0 28¼
Tubs, 60 lbs.	....	0 28¾
Pails, 20 lbs.	....	0 29
Bricks	....	0 31

Shortening is Weak

Montreal.

SHORTENING.—There is no change in the price of shortening this week despite the fact that the market is reported to be rather weak on account of lower prices on butter and other produce.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 26½
Tubs, 50 lbs., per lb.	....	0 26¾
Pails, 200 lbs., per lb.	....	0 27
Bricks, 1 lb., per lb.	....	0 27¼

Cheese Market Strong

Montreal.

CHEESE.—No changes in the price of cheese are recorded this week. The demand is very good and the market is strong. There is a great deal of exportation going on at the present time as there is a splendid market offered in Europe.

CHEESE		
New, large, per lb.	....	0 30½
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 34
Quebec	....	0 31

No Change in Margarine

Montreal.

MARGARINE.—There has been no change as yet in the price of margarine. The demand is as usual very good in certain quarters.

MARGARINE—		
Prints, according to quality, lb.	....	0 37
Tubs, according to quality, lb.	0 31	0 35

Butter is Easier

Montreal.

BUTTER.—There is no change in the price of butter this week. The price remains firm at the new listings of last week when butter dropped 1 cent per pound. There is a small quantity of grass butter on the market and the predictions are that there will be easier prices as the supply promises to be very good. The demand for export and the high prices prevailing in the United States may keep the prices strong on the home market.

BUTTER—		
Creamery prints, qual., new.	....	0 58
Do., solids, quality, new	....	0 57
Dairy, in tubs, choice	....	0 51
Dairy, prints	....	0 52

Poultry Supplies Short

Montreal.

POULTRY.—The poultry market continues as it has been for the last three or four weeks, very short of supplies with a poor demand, though prices remain unchanged and offerings are not very heavy.

POULTRY (dressed)—	(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

Fresh Fish Scarce

Montreal.

FRESH FISH.—The supply of fresh lake fish is rather poor at the present time. It has not measured up to expectations. Lake trout and white fish are very scarce. Red salmon is very scarce and is quoted a little higher at 38 cents. There is, apart from this, no other change in the fish market. A good demand has been experienced all through the week, the only difficulty being the obtaining of sufficient supply. Live lobsters are cheaper this week, being offered at 35 cents; boiled lobsters 25 cents.

FRESH FISH

Haddock	....	0 07½
Steak cod	....	0 10
Market cod	....	0 06½
Mackerel	....	0 18
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Salmon (B.C.), per lb., Red	....	0 38
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30

Halibut	....	0 24
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 20
Pike	....	0 13
Perch	....	0 13
Fresh eels, each	....	0 40
Fresh Herrings, each	....	0 03

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	16 50
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

SMOKED

Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per lb.	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, May 21.—The market for fresh meat is steady to firm. Cooked hams are in active demand and quotations firmer. The cheese market is active but prices are unchanged. The egg market is steady. Butter has declined and further declines are expected. Fresh lake fish will probably be higher in view of the heavy increase in the cost of producing equipment, especially nets, which have increased 50 per cent. since first of this year. Spring chickens are easy and quotations lower.

Hogs Are Quoted Higher

Toronto.

FRESH MEATS.—The market for fresh meat is steady to firm. Dressed hogs have advanced one cent per pound. Beef cuts have declined slightly. Calves are also down about one cent, now quoted at 24 to 26 cents per pound.

FRESH MEATS

Hogs		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	20 00	20 50
Live, fed and watered, per cwt.	19 75	20 25
Live, f.o.b., per cwt.	18 75	19 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 37½
Loins of pork, lb.	....	0 42½
Fresh hams, lb.	....	0 39½
Tenderloins, lb.	....	0 60
Spare ribs, lb.	....	0 22
Picnics, lb.	....	0 26½
New York shoulders, lb.	....	0 29½
Boston butts, lb.	....	0 37
Montreal shoulders, lb.	....	0 30
Fresh Beef from Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 28	0 32
Chucks, lb.	0 15	0 17
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 24	0 27

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 24	0 26
Spring lamb, each	12 00	14 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 23

Above prices subject to daily fluctuations of the market.

Hams and Bacon Unchanged

Toronto.

PROVISION.—There is no change in the market for provisions. Both hams and bacon are in active demand and the market is ruling firm. Barrel pork remains steady.

Hams		
Medium	0 41	0 42
Large, per lb.	0 34	0 35
Heavy	0 30	0 31
Backs		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 28
Do., av. 80-90 lbs.	....	0 27
Clear bellies, 15-30 lbs.	....	0 30½
Sausages in brine, keg, 35 lbs.	....	7 35
Fat backs, 10 to 12 lbs.	....	0 27

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	....	49 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:		
Heavy	....	54 50
Lightweight	....	60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats in Demand

Toronto.

COOKED MEATS.—There is an active demand for cooked meats, especially boiled hams, which have a tendency to firm up this market. Hams are quoted at 58 to 61 cents per pound according to the trim.

Boiled hams, lb.	0 58	0 61
Hams, roast, without dressing, lb.	0 59	0 62
Shoulders, roast, without dressing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 63
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

Cheese Market Active

Toronto.

CHEESE.—The British Ministry of Food has lifted the control on the retail price of cheese, and whether this will have the effect of causing further advances, dealers differ as to this. The market, however, is firm, and quotations for both old and new cheese ranges from 32 to 33 cents per pound.

CHEESE		
Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Shortening Market Easy

Toronto.

SHORTENING.—There is an easy market for shortening and quotations are ½ cent per pound lower. There is a good demand noted.

SHORTENING—		
1-lb. prints	0 29	0 29½
Tierces, 400 lbs.	0 26½	0 27½

The Egg Market Steady

Toronto.

EGGS.—The egg market is steady. There are opinions, however, in some quarters that the market is due for a drop in view of the unsettled condition of the U.S. markets, brought about by the banks tightening loans, which has had the effect of slowing up storage operations.

EGGS—		
Fresh	....	0 53
Fresh selects in cartons	....	0 55

Prices shown are subject to daily fluctuations of the market.

Lard Market Firm

Toronto.

LARD.—The lard market is firm. Quotations are 27 to 28 cents per pound, tierce basis.

Tierces, 400 lbs.	0 27	0 28

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Butter Declines

Toronto.

BUTTER.—The butter market continues weak. Quotations are 3 cents per pound lower. Creamery prints are now selling at 58 to 60 cents per pound.

BUTTER—		
Creamery prints	0 58	0 60
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

Margarine Prices Hold

Toronto.

MARGARINE.—There is a normal demand for margarine and quotations hold steady.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Fresh Fish in Good Supply

Toronto.

FISH.—Fresh lake fish will probably be higher this year in view of the heavy increase in the cost of producing equipment, especially nets, which have advanced 50 per cent. since February last. Fresh trout is quoted at 19 to 20 cents per pound and fresh halibut at 23 cents. There is still a good demand for both smoked and frozen fish.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 11½	0 07
Haddock heads off, lb.		
Do., heads on, lb.		0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish		0 23
Fresh Herring		
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 19	0 20

FROZEN FISH

Salmon, Red Spring	....	0 24
Do., Cohoe	0 20	0 22
Halibut, chicken		0 15
Do., Qualla	0 10	0 11
Do., medium	0 20	0 21

Do., jumbo	0 18	0 19
Whitefish, lb.	....	0 18
Herring	0 08	0 09½
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 18
Kippers, box	....	2 40
Bloaters, box	....	2 25
Ciscoes, lb.	....	0 20

Spring Chickens Easy

Toronto.

POULTRY.—The poultry market is easier. Dressed spring chickens are now selling to the retail trade at 70 cents per pound. Supplies are ample to take care of the demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 42
Do., light	0 40
Chickens, spring	0 70
Ducklings	0 40
Geese	0 30

WINNIPEG MARKETS

WINNIPEG, May 28—The hog market advanced about 50 cents per cwt. this week. Supplies are limited. Eggs advanced to 48c a dozen, due to the good demand caused by the storage firms trying to get supplies for packing. Cheese market remains steady with no changes. Creamery butter dropped to 68c per pound, while dairy butter is in good demand and quotations are higher.

Hogs Advance 50 Cents

Winnipeg.

FRESH MEAT.—The hog market advanced about 50 cents per cwt. this week. Only a limited supply are now on the market.

HOGS—		
Selected, cwt.	21 50	22 00
Heavy, cwt.	....	20 00
Light, cwt.	17 00	20 50
Sows, cwt.	....	18 00

Eggs Advance

Winnipeg.

EGGS.—Storage operations have caused eggs to advance. The price is now 48 cents per dozen.

Cheese is Steady

Winnipeg.

CHEESE.—The cheese market is very steady with no indication of prices being lower.

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Butter is Lower

Winnipeg.

BUTTER.—Creamery butter has a decided weak tone and has declined two cents a pound this week. Dairy butter is very firm and is demanding good prices.

Dairy butter, best table goods	0 55	0 60
Creamery	....	0 68
Margarine	....	0 38

Fish Market Steady

Winnipeg.

FISH.—The fish market is practically the same as was reported last week. No changes in prices are noted.

FRESH FROZEN FISH		
Black Cod, lb.	....	0 14
Brills, lb.	....	0 09½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Turbot	0 45	0 55
Halibut, cases 300 lbs., chicken	....	0 17
Halibut, broken cases, chicken	....	0 18
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon, Cohoe, full boxes, 300 lbs.	....	0 20½
Do., Cohoe, broken cases	....	0 21½
Do., Red Spring, full boxes	....	0 23½
Do., Red Spring, broken cases	....	0 24½
Soles	....	0 09½
Baby Whitefish or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 12½
Whitefish, dressed, broken cases	....	0 13½
SMOKED FISH		
Bloaters, Eastern National, case	....	....
Do., Western, 20-lb. boxes, box	....	....
Haddies, in 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 14
Kippers, East. Nat., 20 count, per count	....	....
Do., Western, 20-lb. boxes, box	....	2 20
Fillets, 15-lb. boxes, box	....	0 20
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	0 16
Acadia Cod, 20-1s, tablets, lb.	....	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	....	....
Do., Mixed, 9-lb. pails, per pail	....	....
Labrador Herring, 100-lbs. bbls.,		

ADVERTISING HELPS SALES

(Continued from page 28)

ade, orangeade, the different cordials, lemon squash, black currant, strawberry, etc.

"I always keep beverages well to the front of the store," said Harry Smith, Oakville, Ont. "I have noticed that when we have a window display of these goods the sales are greatly increased. A few cases piled up near the front of the store keeps the customers in mind of it and many an extra sale is made."

Headline of an Ad. is Important

Many merchants have the idea that advertising means buying space in newspapers, but it is not so. Any method of selling can be classed at advertising, such as window display, selling talk behind the counter, displays in the store or the use of show cards. Advertising in newspapers is just another medium. The best results are obtained from advertising when the four mediums, window display, interior display, selling talk and show cards are used to co-operate with the newspaper advertising. The people then cannot get away from the fact that you have something to say about the articles that you are selling, which brings us to the most important part of a newspaper advertisement, the headline. "The whole duty of a headline is to be a catch line—to catch the reader's eye by echoing his thoughts," says a writer who has made a special study on the psychology of advertising. "Thirst-Quenching and Satisfying Summer Drinks." is a headline that holds a person's attention and at the same time echoes his thoughts. A headline that contains the gist of the whole advertisement. When a person is thinking about the warm weather and sees this headline he is immediately interested, his attention is arrested and he reads through the advertisement because his mind has been dwelling upon the warm weather and he is thinking of something to quench his thirst. It is important that the headline be set up in display type sufficiently large to catch the reader's attention at first glance. The next item of importance is to put enough information about the goods into the advertisement, so that the reader may know something about them that will create in his mind a desire to obtain them. The great masses of people are mostly interested in prices, so don't forget to have the prices set in type of a reasonable size. It will help to clinch the sale.

CANADIAN FRUIT TO BE SOLD IN TWO-FIFTHS OF A QUART BOXES

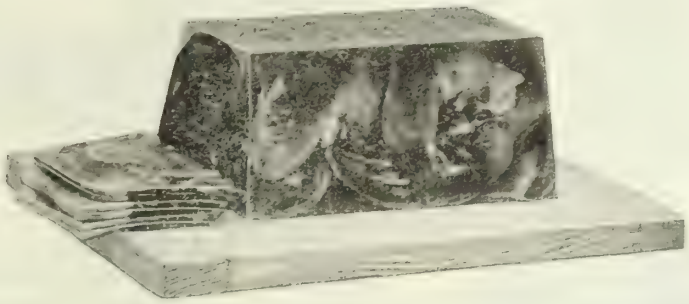
Ottawa — Canadian fruit, owing to its luscious nature, must now be sold in less than quart boxes, if suggestions made before the Agricultural Committee of the Commons are followed. It was explained the raspberries and strawberries, especially from Ontario and British Columbia, was of such luscious nature that it was impossible to get more than two-fifths of a quart without damaging a portion of it. The committee decided that berries and currants, after June 1st, of this year, will be sold in four-fifths of a quart, one pint, and two-fifths of a quart boxes.

TO RAISE $1,000,000

Ontario Farmers to Develop Co-operative Plan

Isaac Naylor, Fenelon Falls, is organizing the various farmers' clubs in the counties of Victoria, Haliburton, Peterborough, Durham and Northumberland, for a big financial campaign, which will begin about the middle of June. The objective aimed at by the farmers of the province is $1,000,000, which amount is to be used by the Farmers' Co-operative Company, Toronto, for the purpose of establishing wholesale houses, etc. The objective set for Victoria and Haliburton is $25,000.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

These are just the "ready-to-serve" products the housewife is looking for. You can't offer a more appropriate line of summer season's delicacies.

For the table—the summer cottages—the motor trip—the picnic —Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

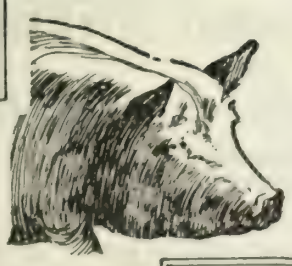
Economical because there's no waste. Every slice is saleable and good.

Order to-day. Now is the season.

Davies' Pork Tongue	Davies' Roast Pork
Davies' Jellied Hocks	Davies' Pork and Tongue
Davies' Ox Tongue	Davies' Jellied Pork
Davies' Headcheese	Davies' Cooked Pressed Pork

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO - MONTREAL



It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it — be progressive — be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things, too, for once she knows the goodness of H.P. SAUCE, she's more than ever certain to take care she gets it again.

THE MORAL IS VERY SIMPLE—AND VERY SOUND

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

Demand for Quality

Our widespread advertising creates a demand for the salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—Sold in cartons)

Windsor Dairy Salt
Windsor Cheese Salt

Your orders for any or all of our products will receive our most careful attention.

Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
Owen Sound, Ont.

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

This Package Sells Itself!

Gunns "Easifirst" has become the favorite shortening with Canadian housewives.

It is well advertised, and brings repeat orders. Your customers will ask for it. Be prepared to supply it.

"It will pay"

Phone Junction 3400

GUNNS LIMITED West Toronto

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Brunswick Brand Sea Foods are always reliable

You can stake your reputation on these high standard sea food products and rest assured that they will win supreme customer-satisfaction.

Brunswick Brand quality has never failed to please the most fastidious customers, and the profit margin they offer on each sale makes them worthy of the front ranks in your displays.

Order from your nearest wholesaler.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

Riteshape for SERVICE

The **Riteshape** Dish gives the appearance of appetizing quality to every bulk food packaged in it.

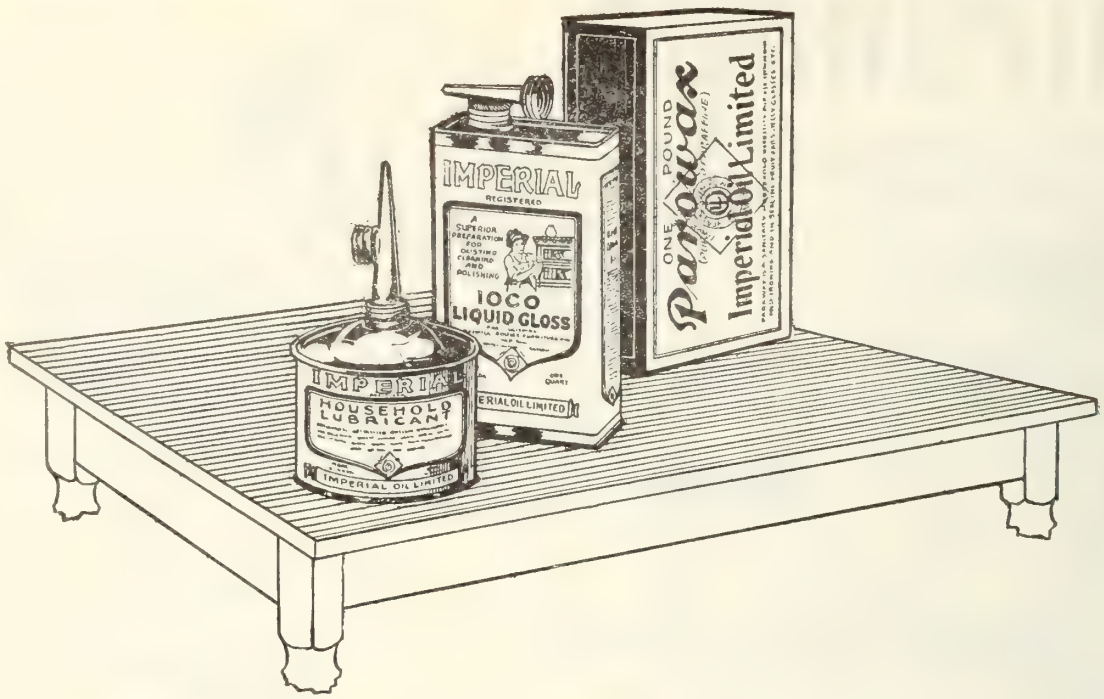
The looks of your packages, Mr. Retailer, figure largely in your reputation. Build prestige with the **Riteshape.**

Ask your jobber or

VICTORIA PAPER & TWINE CO., LIMITED

Wholesale Distributors
430 Wellington Street West, TORONTO
Branches: Montreal, Halifax

The Oval Wood Dish Company, Manufacturers, Factory at Tupper Lake, N.Y.



Place These on Your Stock List

IMPERIAL Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are in constant demand; they are household necessities.

Imperial Parowax lightens the drudgery of wash days—whitens the clothing—adds laundry lustre to ironing. It is highly valued by housewives in preserving fruit. It seals the jars air-tight, retaining the natural fruit flavors in the preserves.

Imperial Ioco Liquid Gloss renews and preserves all finished surfaces. It gives that desired satin-like finish to fine furniture, automobile bodies, pianos and phonographs.

Imperial Household Lubricant keeps phonographs, sewing machines, bicycles, lawn mowers, locks, and other household devices working smoothly. Prevents rust. Comes in a handy oiler can.

These products have satisfied customers for years; trade is established. Make sure you have sufficient stock on hand.

IMPERIAL "MADE IN CANADA" PRODUCTS

IMPERIAL OIL LIMITED
Power · Heat · Light · Lubrication
Branches in all Cities

Coffee Is Not Included As A Luxury!

Even the best is not a luxury.

It is a necessity of life
and
The best is always the cheapest.

Do not hesitate, therefore, to buy

"SEAL BRAND"

And advise your customers to do likewise.

CHASE & SANBORN - Montreal

"Fulcreem"

The Leading English Food Product

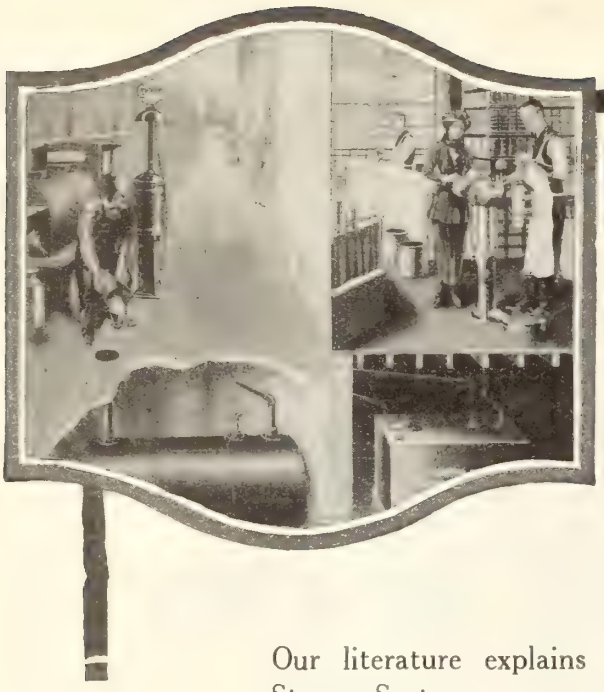
Gold Medal Paris Exposition (Highest Award Obtainable) **Nov., 1919**

Made by

PLAISTOWE & CO.

Limited
LONDON, ENGLAND

Western Agent: F. MANLEY, Distributor
333 Garry Street, Winnipeg, Man.



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

KING GEORGE'S NAVY

CHEWING TOBACCO

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider. People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd.

Your Sherer Counter Talks to Waiting Customers While You Fill Other Orders

Here's the way it talks:

"Buy This"
"Try This"
"Take This
"Buy More"
"Take It Home"

You make more money when you—

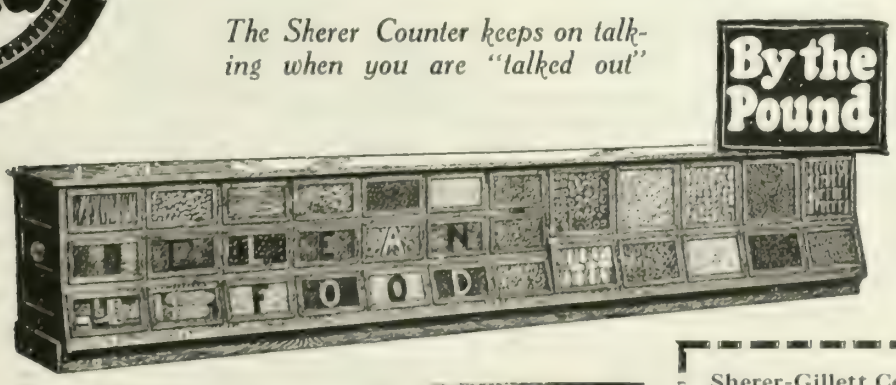
YES! a counter is inanimate. It stays where you put it; but a SHERER Counter, being different from any other—also works in a different way, and is more than just a shelf to work at.

A Sherer Counter has no tongue or vocal cords—but it talks and talks as long as there's a customer in the store.

You might say "I have some fine prunes"; —but when the customer *sees* those prunes in one of the 32 little show windows she believes her eyes quicker than she believes your voice.

It holds 2,000 pounds of wholesome, profitable bulk foods, and displays 31 kinds in as many little show windows.

The Sherer Counter keeps on talking when you are "talked out"



Patented in Canada

Write us for the New Catalog and Terms

Sherer-Gillett Co., Dept. 57,
Guelph, Ont.

Send us particulars and terms.

Name .....

Town.....

Province .....

Sherer Gillett Co.

Guelph, Ont.

"The Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg. Montreal

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.50
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

The Steel Merger and the Financial Post

CONSIDER the manner in which you and other readers of THE FINANCIAL POST got the news of this huge industrial consolidation.

November 8, 1919—There appeared in the FINANCIAL POST the first hint in any Canadian paper of a coming merger of the Steel Companies and the Canada Steamship Lines. It was definitely declared that the Dominion Steel and the Nova Scotia Steel must come together. Denials from newspapers followed right and left.

November 22, 1919—Mention was made in the FINANCIAL POST of broadening the connections of the Dominion Steel. It was intimated then that Mr. Roy Wolvin would be the President.

January 10, 1920—It was stated in the POST that changes in the Executive would be brought about quietly in accordance with the wishes of the overseas interests, who would be able to carry on their plans even without control of the majority of the stock. A "Bloodless Revolution" was mentioned. There was forecast the addition of W. J. Norcross to the Board and Mr. Roy Wolvin replacing Mr. Mark Workman as President, an event which developed several months later.

February 14, 1920.—The issue contained an announcement of the visit of Colonel Grant Morden to Canada, and that "Important Developments Are Expected."

February 21, 1920—in the face of constant newspaper denials, the POST declared that the big steel merger was being worked out by Colonel Grant Morden, that the consolidation of Dominion Steel and Nova Scotia Steel was "now assured," that radical changes in the control of Dominion Steel would shortly take place; that British experts were to report on the Nova Scotia plant; that the appointment of Mr. W. J. Norcross to the Dominion Steel linked up Canada Steamship interests.

One week later, February the 28th, it was stated definitely in the POST that Canada Steamship Lines would be part of the merger.

On March the 6th, mention (the first in any paper) was made of the efforts of those behind these merger plans to secure a bounty or Tariff protection for ships built in Canada.

On March the 27th, Mr. Roy Wolvin was chosen head of the Steel Company, the first public step taken in corroboration of the POST'S prophecy made early in January.

On April the 17th, the POST was the first to announce the merger of the Montreal Transportation Company with the Canada Steamship Lines as a part of the general scheme.

On April the 24th, details were given in the FINANCIAL POST, the first of any paper, of the incorporation also the first mention of preference stock issues, and an outline of the proceeding whereby common stock of the individual companies was expected to be turned into common and second preference stock in the new Company.

The issue of May 1, contained further details of the merger which had not been given in any other Canadian paper, such as the proposed $5 **shares of common** to bear 5 per cent.

This early advice by the FINANCIAL POST was just a proper filling of the FINANCIAL POST'S function.

The POST is a specialized paper. It is published to serve a select class of men who want early, accurate, complete information on matters pertaining to Finance and Business, to crop prospects, to standardization, to the bond market. That the FINANCIAL POST is fulfilling its function in large measure is shown by its rapidly and steadily increasing circulation.

The FINANCIAL POST is the only financial paper in Canada having an Audit Bureau of Circulation statement as to its subscribers. On this severe analysis, however, the FINANCIAL POST leads. Figures given out by the space buyers of the leading advertising agencies show this.

The POST editors are constantly out among the POST readers—studying their needs, and arranging to fill these needs. Many readers have told us the POST saves them time—it gives so much specialized information in such brief bright form.

THE FINANCIAL POST

(Member of the Audit Bureau of Circulation)

128 Bleury Street
Montreal

143-153 University Avenue
Toronto

Union Trust Bldg
Winnipeg

Subscription Price, per year (52 issues), $5.00

Introduce It—The Sale is Made

Mapleine

Tell the housewife Mapleine gives mapley taste to desserts and syrup, and she accepts it gladly. The sale is made.
Magazines tell *your* customers of treats Mapleine holds in store for them. Each ad. refers them to *you*.
Good profit—small investment.
Turn the advertising and taste for maple into profit.
Order of your jobber, or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-577

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

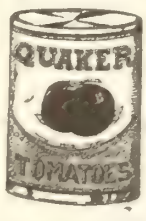
Order from your Wholesaler

1598 Delorimier Ave. Montreal

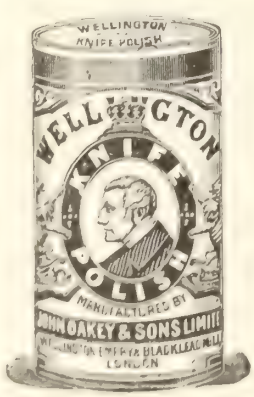
QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocer's co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich.

Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 20
Do., 3 lbs.	3 15
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 05
Crescent Self-Raising Flour, 6 lb.	6 10
Do., 3 lb.	3 10
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buckwheat Flour, 1½ lb. pkg, doz.	1.50

Pineapples

Now is the time for preserving.

Several cars arriving weekly.

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

'PHONE : MAIN 6243

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES

California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT

Florida and Cuban—All Sizes

NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

The House of Quality

Hugh Walker & Son

Limited

Guelph Established 1861 Ontario

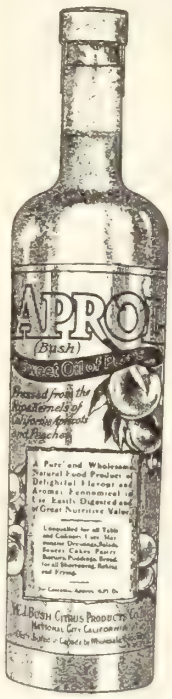
Willow Clothes Baskets

3 Popular Sizes

Walter Woods & Co.

Hamilton and Winnipeg

Tempting pastry made with


APROL
(Bush)
Pressed from the ripe kernels of California Apricots and Peaches
W. J. BUSH CITRUS PRODUCTS CO.
NATIONAL CITY CALIFORNIA

AprOl

Pressed from ripe tropical fruits. Has a rich, nutty flavour; free from any greasy, nauseating after-taste.

W. J. BUSH & CO. (CANADA) Limited
National City, Cal. Montreal Toronto

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Garton's CUSTARD

Sole Agents:
W. G. Patrick & Co., Ltd.
Toronto Montreal

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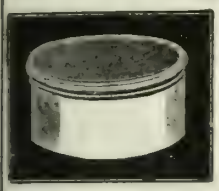


STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - Ontario

MUSTARD IN CANS TO ADVANCE LIKELY

There is every indication that the higher grade mustard packed in cans will reach higher prices. This is due to the higher cost of pure mustard and the greatly increased cost of cans.

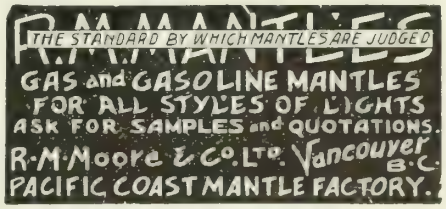
PRICES ON RUBBER JAR RINGS

The prices on the best equality white rubber jar rings are announced as follows: One gross lots, 90 cents per gross; 10 gross lots, 85 cents per gross.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT

The Non-Poisonous Fly Destroyer

The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS, DRY Goods, Gents' Furnishings, Boots and Shoes and Groceries. Turnover over $80,000. Splendid profit over and above interest on investment, proprietor's salary and all other expenses. Brick, steam-heated building on best corner. Good windows, low rent, low insurance. Saskatchewan town, 1,200, British and American population. Best educational facilities, good town to live in. Stock and fixtures run about fifty thousand. Must be principally cash or equivalent. Only reason for sale, failure of health. Box 134, Canadian Grocer, 153 University Ave., Toronto.

GOOD BUSINESS FOR SALE IN NORTHERN Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

LAMSON CASH CARRIERS FOR SALE. Eight stations complete. J. B. Horrell & Son, Midland.

SPLENDID OPPORTUNITY TO BUY GOOD grocery and hardware business with goodwill, stock and fixtures and large brick business block, 98 feet frontage with frame store room, 37 feet frontage, located in a prosperous and growing village in one of the best districts in Eastern Ontario. Most desirable business stand and very brisk, thriving and well established business. Stock approximately $20,000. Balance of block rented at $976 per year. Stock to be sold for cash at invoice price plus freight. Building, $16,000; $10,000 cash, mortgage for balance. No use to communicate unless you have necessary cash. Box 152, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

Say you saw it in Canadian Grocer, it will identify you.

POSITIONS WANTED

SUCCESSFUL GROCER, THOROUGHLY CONversant with present prices and market conditions, desires position as traveller for established grocery house. Best references. Outside employment desire. Salary or commission. Box 154, Canadian Grocer, 153 University Ave., Toronto.

WANTED

LINE WANTED — TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

SITUATIONS VACANT

SMART YOUNG MARRIED MAN WHO CAN invest up to $2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

WHEN WRITING ADVERTISERS. KINDLY MENTION THIS PAPER

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the

you wish to sell, or from whom you wish to buy.

RATES:
(payable in advance)

3c per word, first insertion.

2c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

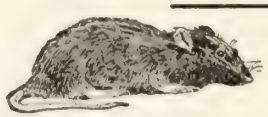
Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave. Toronto



RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & RD MFG, CO. Inc.
100 Emerson Place, Brooklyn, N.Y.

POPULARIZING CANADA'S FAVORITE TOBACCO

Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

W. C. MACDONALD REG'D.
Incorporated
MONTREAL

MACDONALD'S

SMOKING CHEWING

AROMINTS

Peppermint
Cloves
Cinnamon
Wintergreen
Licorice

Trade Mark Registered

The New Canadian Mint

Aromints take up little room on your counter—and they sell on sight

THESE pure, handy pocket candies have a novel, tempting appearance that attracts attention at once. Customers find them irresistible. They simply can't help reaching out to take the appetizing package so tastefully displayed—and there's another nickle or more to ring up.

Fastidious persons prefer Aromints because they are sealed in aluminum wax-tight rolls—nothing harmful can get in. None of their spicy fragrance can get out.

Made from pure cane sugar flavored with fresh spices and pure extracts, Aromints satisfy the candy craving in a wholesome way.

Men, women and children are constant customers for Aromints all the year round. Appreciated after eating; mildly stimulating during games, enjoyable at any time, these dainty, aromatic discs of solid candy offer a unique enjoyment to the customer, and a good steady profit to the dealer.

5 flavors to suit all tastes

Aromints are packed in five popular flavors—peppermint, wintergreen, cinnamon, cloves, licorice and cough drop—and retail at five cents.

Make a prominent showing of Aromints and they will sell themselves, leaving you free to wait on your customers other wants.

5c.
all over
the world

Made in Canada

Canadian Distributors

The Aromint Manufacturing Co., Limited

Toronto, Ontario, Canada

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JUNE 4, 1920 No. 23

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.,
TORONTO
G. A. WILLIS, Sales Mgr.

MONTREAL
Established 1888

SALES OFFICE:
806 Lindsay Bldg.,
WINNIPEG
A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

There Are Dollars in $ugge$tion$

Dollars have legs—they can walk right into your store, sniff at this and that, and unless you encourage them to stay and join their relatives in the cash register—they toss their heads and out they go to where a friendlier reception awaits them.

But—you can make them stay in your store if you want to. You can slip a noose right over their heads and call them yours.

It's easy—here is the way one merchant does it:

A customer enters the store and asks for a bottle of O-Cedar—merchant says in a friendly sort of way:

"Going to brighten up the furniture?"

Customer: "Yes! Everything gets pretty dusty in the Spring."

Merchant: "That's so!—did you ever try O-Cedar on your hardwood floors?"

Customer: "No! Is it good for floors, too?"

Merchant: "Splendid! We have it in gallon tins. Enough to do the floors and furniture a good many times."

Customer: "GIVE ME A GALLON THEN!"

There you have it in a nutshell. Just as simple as that. And instead of a 25c sale he sells $3.00 worth of goods.

DO **YOU** THINK THE IDEA IS WORTH TRYING?

Channell Chemical Company Limited

TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

Canada's National Milk

Feature *Borden's* in your summer displays

To summer milk problems, Borden Milk products offer a delightful solution.

Campers, picnickers and summer cottagers generally find the milk problem in hot weather a source of worry. Dairy milk is often hard to procure and difficult to keep sweet and fresh, but with a dozen or so tins of Borden's on the shelf comes the satisfying answer to summer milk needs.

Display Borden's in your window trims and get these extra summer profits.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

CLARK'S PREPARED FOODS

Quality for your customer

Good profit for you

This is the season when your Customers are looking for the "READY TO SERVE" meal, and CLARK'S have that meal READY FOR THEM in suitable variety for the morning, noon or evening repast.

QUALITY DISHES AT REASONABLE COST to your customer.

QUICK SELLERS AT GOOD MARGIN for you.

W. CLARK, LIMITED

MONTREAL

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouses.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.

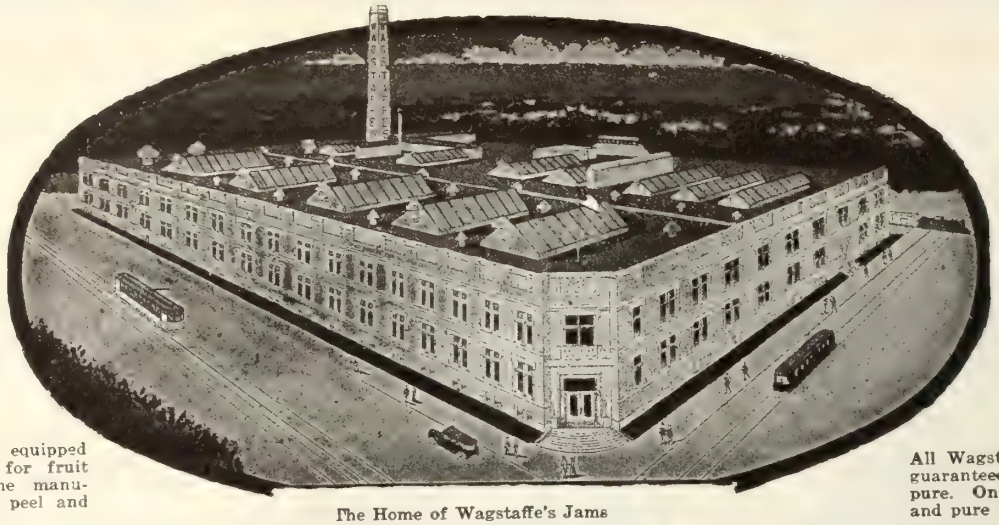
J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

Kellogg's TOASTED CORN FLAKES Come in the WAXTITE Package

The WAXTITE package makes you sure

Kellogg's Toasted Corn Flakes—made right here in Toronto, famous in every part of Canada for their rich quality and delicious flavor—are put into the genuine WAXTITE package when they are fresh from our big ovens, so that all their inimitable flavor and superior quality is held at its best for you.

Each genuine WAXTITE package is guaranteed by this signature W.K. Kellogg

This is the second in the series of color page advertisements which will appear in Maclean's Magazine and Canadian Home Journal, July 1st. Effective display advertising is appearing also in the leading daily and weekly newspapers throughout Canada. Retail Grocers—there is no waste nor loss when you handle Kellogg's products—always packed WAXTITE.

Furnivall's FINE FRUIT PURE JAM

Value for your Money

—is what you receive after stocking Furnivall's Jam. Constant repeat sales are reported being made daily by our satisfied merchants, as its reputation as a delicious fruit jam is increasing.

In addition, your own customers will receive due reciprocation, in that they shall find it economical, saving butter, when serving the youngsters with a bread luncheon.

A display of FURNIVALL'S Fine Fruit Pure Jam will bring you good results.

FURNIVALL-NEW

Limited

Hamilton - Canada

AGENTS: **The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grainger & Co., 406 Parliament St. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cuff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's Newfoundland.

DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET. LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER REDOUBLED AND REDOUBLED SARDINE BUSINESS

When next you order Sardines, ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,

40-42 King William St., London, E.C. 4

SWEETHEART
Peanut Butter
---the "Sweetheart of the nut---

Made only from No. 1 Virginia and No. 1 Spanish peanuts on a scientifically determined basis that has been proven to yield the best in flavor and food value.

In processing and blending not a human hand touches "Sweetheart Brand" and in the grinding process all the tiny bitter germs are removed leaving only the rich nut Kernels which give Sweetheart brand its incomparably delicious flavor. Make your next order "Sweetheart Brand" and give your customers the best.

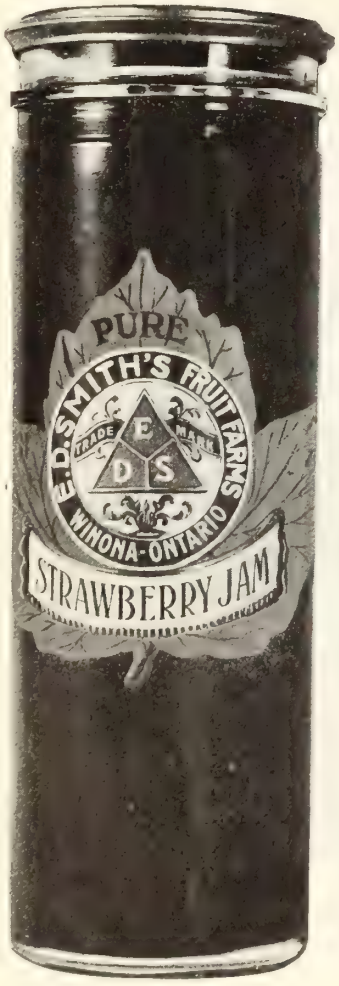
MADE IN CANADA—
BETTER STILL—MADE IN ONTARIO
BEST OF ALL—MADE BY CANADIANS

I X L SPICE & COFFEE MILLS, LIMITED
LONDON, ONT.

We are also manufacturers of Sweetheart Coffee, Loyal Coffee, Baking Powder, Mustard, Spices, etc.

—1920 Pack Now Ready—

"EDS" Strawberry Jam



This season's pack of *E. D. S. Strawberry Jam* is now ready for delivery, and when we tell you it is up to the same high E. D. S. standard of quality, you can depend upon it to win unstinted praise and steady repeats from your customers.

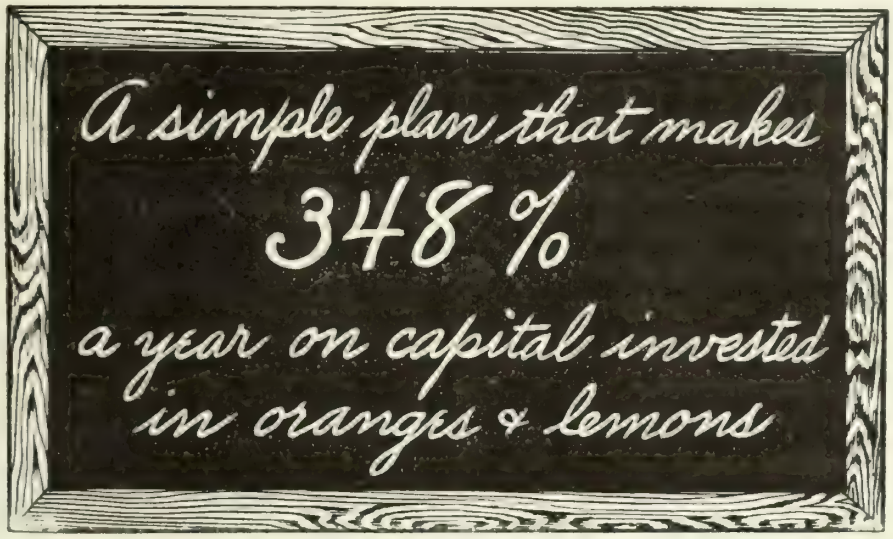
All E. D. S. Jams are made only from selected, nature-ripened fruit and pure cane sugar and are guaranteed pure.

E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto
W. H. Dunn, Ltd., Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.



SCORES of merchants who have tried this plan are more than satisfied with the results. They find that it is easily worked and insures satisfaction to customers.

The plan is this: first, find out the maximum quantity of oranges and lemons you can sell in six working days; then buy only what you can sell out—*clean*—at least once a week.

Don't buy at any time more than one normal week's supply, unless you put on a special sale.

Then price your stock on the basis of 25% margin on the selling price (this is equivalent to 33⅓% on your invoice cost). The average figure for operating expense is 16⅔%; 3⅓% is a liberal allowance for shrinkage each week on oranges and lemons, which are the least perishable of fruits. This leaves 5% *net* profit.

But 5% on sales each week, on a weekly turnover basis, is more than 348% net profit on invested capital a year.

Make sure of 52 turnovers—always figuring to get that weekly 5% *net* on sales.

Make Attractive "Mass" Display

Nature has given to oranges and lemons wonderful selling colors. The most successful merchants take full advantage of these attractive colors, and make impelling displays with *least work and trouble.*

Many stores have found that where oranges and lemons are displayed in quantity without pyramiding or other painstaking arrangements, they are the most effective business bringers that they have ever used.

We send highly colored display material free to retailers who request it.

Mail the coupon for an interesting new book about fruit displays and our "Display Material Option List," which permits the selection of attractive cards and other modern, effective selling helps. Send for it now, while you think of it.

California Fruit Growers Exchange

A Non-Profit, Co-operative
Organization of 10,000 Growers
Dealer Service Dept.,
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Dept.

Los Angeles, California

Please send me your free booklet "Sales-Making Displays of Fruit Products," and your "Display Material Option List" which permits the selection of attractive cards and other modern, effective selling helps.

Name _____

Store _____

Address _____

Town _____ Prov. _____

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

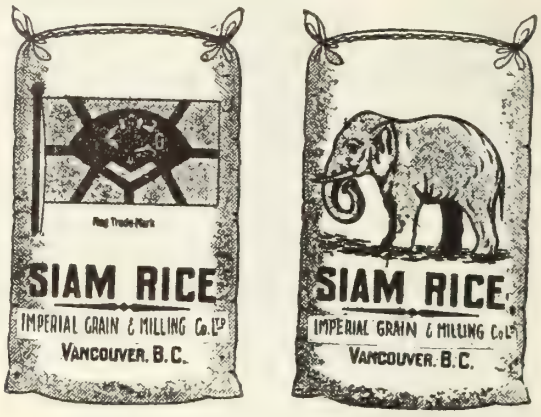
Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

In Tomato Sauce

They make a very tasty lunch.

WALLACE FISHERIES LIMITED
VANCOUVER

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

PETER LUND & COMPANY
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate.
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, BC.

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

Say you saw it in Canadian Grocer, it will identify you.

EVERY MORSEL EDIBLE AND DELICIOUS

A Winnipeg Retailer Said :

When a salesman offers to take less money for another brand of Pilchards—I figure—"There's a reason."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

"Yes, 'Red Arrow', I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Watson & Truesdale, Winnipeg
have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents
TRACKAGE
STORAGE
DISTRIBU-
TION

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE

SERVICE

WHICH SPELLS

SUCCESS

in the marketing of your products.

LET US SHOW YOU.

"BEST IN THE WEST"

Head Office: WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

MANITOBA
SASKATCHEWAN
Wholesale Grocery Commission Brokers
ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

W. H. ESCOTT CO.
LIMITED
Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at
Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal | A. S. May & Co. Toronto | Donald H. Bain Co. Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CRUICKSHANK & GUILD
Manufacturers' Agents
TORONTO and OTTAWA

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front St. West TORONTO — CANADA

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfg's. Agent
HEAD OFFICE: REGINA, SASK.
Let Pritty place your brand on the market. He knows how. A live, energetic organization purely Western.
Track warehouse—Toronto and Dewdney. Sales connections all over.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Western Transfer & Storage, Ltd.
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Three cents per word first insertion, and two cents per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGi l College Ave. Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

"VETERINOL"
Fattening Tonic recommended by Veterinary Surgeons. Gives the Horse Good Appetite, Glossy Hair, Cures Indigestion and Strengthens the Back.
Splendid for Whole Systems and Kills Worms.
Horse Users Enquire About It.
Manufactured by
THE COMMERCIAL COMPANY LIMITED
MONTREAL
SHEELY-MOTT COMPANY
Sole Selling Agents
3 St. Nicholas Street MONTREAL

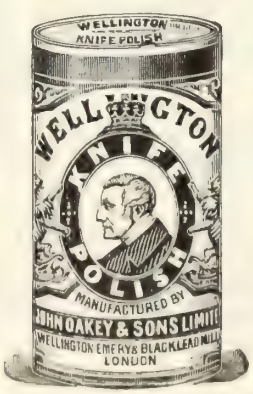
WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

MARITIME PROVINCES

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

S & M
Bulk Chocolates
These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.
Write us for prices and discounts.
Correspondence solicited from jobbers.
Sole Canadian Distributors
Dominion Sales Company
Southam Bldg. Montreal



OAKEY'S
"WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

ACID PHOSPHATE *for* **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

A Standard *of* Supremacy

is what Royal Acadia Sugar represents on the market to-day. By our sanitary form of production the raw cane is made into the purest form of sugar—"Every Grain Pure Cane."

Royal Acadia is 100% pure and 100% sweet, and a display in your store constantly reminds your customers of a quality of sugar that is always pure and wholesome.

Sold in 2 and 5 lb. cartons, 10, 20 and 100 lb. bags, half-barrels, and barrels.

The Acadia Sugar Refining Co., Limited
Halifax, Nova Scotia

Purnell's

England's Best

Pure Malt Vinegar

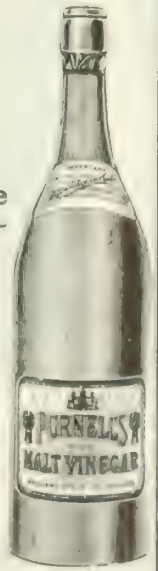
Pickles & Sauces

Speciality B V Fruit Sauce

Have Stood the Test of Time
Having Been Established Since 1750

Canadian Agents
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P.O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

Our agents have a full range of samples



Purnell & Panter, Ltd., Bristol, England

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

KING OSCAR
Brand
SARDINES

IF FEATURED TO YOUR CUSTOMERS DURING THE SUMMER MONTHS WILL BRING REPEAT SALES AND GOOD PROFITS.

Consult Your Wholesaler

John W. Bickle & Greening
Hamilton, Ontario

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Garton's CUSTARD

Sole Agents:
W. G. Patrick & Co., Ltd.
Toronto Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.
2.—Grimble's Malt Vinegar keeps in any climate.
3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:
WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

ESCOFFIER

SAUCES, PICKLES, Etc.

As used by H.R.H. The Prince of Wales and Suite on their recent tour in H.M.S. "Renown"

SAUCE ROBERT
FOR ALL MEATS ETC.

SAUCE DIABLE
FOR ALL KINDS OF FISH

SAUCE MELBA
FOR PUDDINGS AND FRUIT

Sole Selling Representatives:
MESSRS. ARGYLL BUTE, LTD.
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SAUCE DERBY
FOR ALL COLD MEATS AND STEWS

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
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CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
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ELKHORN CHEESE
IN TINS — 8 VARIETIES

A Cheese that will keep without ice—guaranteed indefinitely in any season or climate. Free from the dust and dirt of marketing abuses.

MR. DEALER—Now is the time to display Elkhorn Cheese in Tins on your counter and in your windows. Steady sale every month of the year. Sure profit—quick turnover. Write for samples and full information.

8 Varieties

Kraft

Pimento

Chile

Rarebit

Roquefort

Camembert

Limburger

Swiss

Sales Representatives

Wm. H. Dunn, Ltd. -	180 St. Paul St., Montreal
Dunn-Hortop, Ltd. - -	Board of Trade Bldg., Toronto
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Pyke Bros. - - - -	Halifax and Sydney, N.S.
Buchanan & Ahern - - - - -	Quebec, Que.
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Manufactured by

J. L. KRAFT & BROS. CO.

Brodie's XXX Self-Raising Flour

—Will be found to be a consistent seller by reason of the fact that its high quality is recognized by all who have used it—and satisfaction always means a continued demand.

Brodie & Harvie, Limited

BLEURY STREET, MONTREAL

We are too busy getting out orders to 'rest on our oars' and consider records, but we can't resist telling you the result of the first 20 weeks of this year's trading.

SALADA SALES ARE NOW 1,031,705 POUNDS AHEAD

OF THE CORRESPONDING PERIOD OF LAST YEAR

This evidence of public appreciation must convince you

"TURNOVER IS THE SECRET OF SUCCESSFUL TRADING"

"SALADA"

Notice

The G. Washington Sales Co., Inc. of New York accepts Canadian Money at Par in payment for G. Washington's Coffee — This permits the same prices here as in the United States—

G. Washington's

COFFEE

ORIGINATED BY MR. WASHINGTON IN 1909

Insist upon a Trial of KLIM

YOUR customers may not know of its purity and genuine milk flavor. Persuade them to use Klim in all recipes for cooking or baking and get them to try it in coffee and cocoa. A thorough test will give your customers the assurance that Klim is pure, pasteurized, separated milk in the most economical form it can be procured—a dry powder. They will appreciate Klim because it retains its natural milk flavor and does not sour or spoil—every particle may be used.

When whipped into water, Klim quickly dissolves, changing into fresh, separated milk just as it was originally before the water was removed by the Spray Process. A tin of Klim keeps perfectly fresh in the kitchen cabinet or any other dry place.

There need be no fear of scarcity of milk in the home if company drops in unexpectedly—no inconvenience—no sour milk in hot weather—no ice required for cooling—when Klim is used. Your customers will be delighted with Klim and will show their appreciation by repeat orders.

Klim will be widely advertised in newspapers and magazines during the summer months—sales will inevitably increase. Be ready by securing an ample supply now.

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

CANADIAN MILK PRODUCTS LIMITED

TORONTO

St. John · Montreal · Winnipeg

Pushing bulk teas plays into the hands of tea pedlars

If your customers get into the habit of buying bulk teas, the tea pedlar can sell them bulk teas just as easily as you can. He trades on the very work you do in encouraging your customers to use bulk teas. Pedlars can't sell Red Rose Tea. Hold your tea trade by the superior quality and value of Red Rose.

You can insure your tea business against unfair pedlar competition by building solidly on Red Rose Tea.

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary
Edmonton St. John's, Nfld. Portland, Maine

This Silent Salesman Bar

It's New

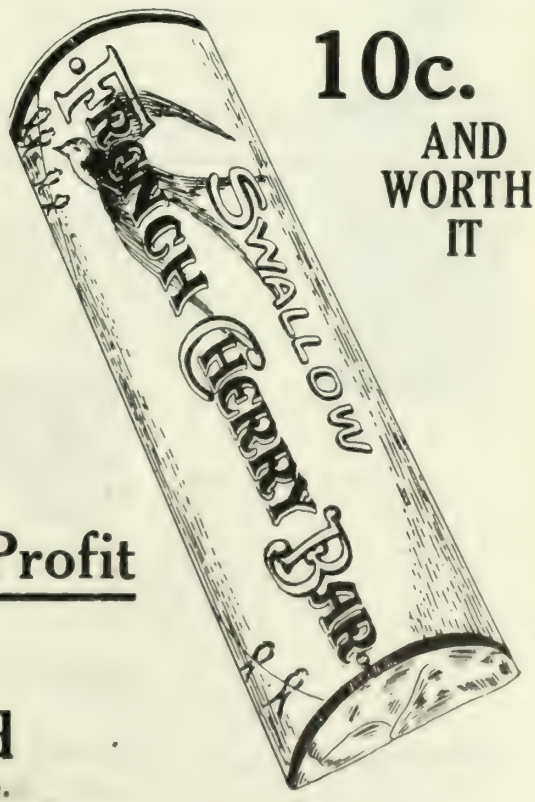
And in an attractive Blue and Gold Wrapper, over Tinfoil

Delicious

French Cherry Cream in Chocolate

Quick Turnover - Good Profit

Jobbers send for samples



10c.
AND WORTH IT

Joyce & Co., Limited

307 St. James St. Montreal, Que.
Distributors
Manufactured by Swallow Candy Products

THE NEW APPETISER

Delicious Flavour **SAVORA**

Delicate Aroma **SAVORA**

This Supreme "All-British" Mixed Mustard is a quality product and a customer pleaser of the highest degree.

You can sell it with assurance that its delicious flavor and delicate aroma will win continued and profitable repeat orders.

J. & J. Colman, Ltd., 108 Cannon St., London, Eng.

MAGOR, SON & COMPANY, LIMITED
191 St. Paul St. West, Montreal 30 Church St., Toronto
Canadian Agents

Characteristics Common

to all Shirriff Products are Purity, Quality and Saleability. The last is the natural result of the first two. An attractive window display of Shirriff's will repay you handsomely.

Shirriff's

True Vanilla
is the genuine extract of the Mexican Vanilla Bean. Its full flavoring properties make it a steady seller and a profitable line to carry.

Orange Marmalade
made from finest Seville oranges and pure cane sugar, skilfully blended and prepared, is in constant demand. Our national advertising keeps business humming.

IMPERIAL EXTRACT COMPANY
TORONTO ONTARIO

Selling Agents for Canada: Harold F. Ritchie & Co., Limited, Toronto and Montreal

CANADIAN GROCER

VOL. XXXIV TORONTO, JUNE 4, 1920 No. 23

Believes There Will Be Modifications in Present Luxury Tax Legislation

Deputation of Over 200 Retail Merchants From All Over Canada Waited Upon Finance Minister Drayton in Ottawa on Monday Last—Want Luxury Tax Imposed at Source of Supply—All Sections of the Trade Were Represented

THAT there will be some modifications in the luxury tax laws as recently enacted, is the opinion expressed to CANADIAN GROCER by W. C. Miller, secretary of the Ontario Retail Merchants' Association, on his return from Ottawa, on Tuesday of this week. Secretary Miller was one of a large deputation of retail merchants, who waited upon Sir Henry Drayton, Minister of Finance, on Monday last, and protested against, what they termed, was the "discriminatory and confusing" luxury tax, which they described as "ill-advised, poorly conceived, and poorly devised." There were over 200 retailers from all parts of the Dominion in the deputation, and a strong and comprehensive resolution was presented. The Finance Minister did not commit himself in regard to any changes that might be made, but it is the contention of many of the merchants that the laws as they at present stand, cannot be carried out, and the Minister of Finance, they believe, has been impressed with the impracticability of some of the measures.

Various speakers representing the different sections of the association, all were of one mind, in declaring that the luxury tax should be collected from the source of supply, that is from the manufacturer and the importer, and absorbed in the same manner that all systems of taxation are absorbed.

The Simplest Way Possible

Henry Watters, Ottawa, Ont., acted as chairman of the deputation, and read the memorial to Sir Henry Drayton. In part, this memorial pointed out that upwards of 200,000 retail merchants operated in Canada, by far the largest commercial class. They objected to the retailer having to collect a tax, because, in their opinion, the ideal system was based on the principle of "ability to pay," and one whereby it could be collected in the simplest manner. The budget outlined six different methods of taxation, customs, excise, taxation on sales, income tax, luxuries tax, and stamp tax.

Tax at Source of Supply

With regard to the tax on sales, the wholesalers said manufacturers were passing it on to the retailer. He was paying it out of his own pocket. With regard to the income tax, the retailers expressed surprise that only $20,000,000 was collected through this system, and "it is evident that a great many persons are evading this tax."

As to the proposed luxury tax, "we consider it ill-advised and poorly conceived and devised, and one that will be resented by every sound-thinking man in Canada." The proposed luxury tax is discriminatory and confusing. The application of the tax applied to 23 sections of the retail trades. Their views were summed up in the request that the luxury tax should be collected from the manufacturer and importer, instead of from the customer, through the retailer. If not, the system of selling direct from the manufacturer would increase by leaps and bounds. One of the most striking inconsistencies of the tax was that women's dresses up to $45 were not taxed. Yet ribbons and all kinds of material was. The luxury tax would succeed in dislocating business.

The retailers, prior to the interview, passed a resolution asking that the Government appoint a commission of retail merchants to study the conditions and problems of the retail trade.

RECENT RULINGS ON NEW SALES TAX

Ottawa, June 2.—The Department of Inland Revenue has given the following rulings in regard to exemptions on the new sales tax:

Sausages, fresh only; ham and bacon, subject to tax; glucose exempt; bread exempt; milk exempt, milk condensed and evaporated, exempt; milk powder, if made from whole milk, exempt; peas and split peas, exempt; vegetables, exempt if in natural state; fruits, exempt if in natural state; groats, subject to sales tax.

Manufacturers receiving raw material for further process of manufacture are required to charge sales tax for the amount of their account on returning the goods.

Premises given in exchange for coupons are considered as sales, and luxury tax must be paid where articles are taxable. One per cent. sales tax applies on goods, even though sold to Federal or Provincial Governments. The tax on fans does not refer to electric fans. A manufacturing firm makes goods subject to luxury tax and having several retail stores, collects luxury tax only.

Wholesalers Want Tax on Source of Production

THE Wholesale Grocers' Association have asked the Government to place the sales tax on the source of production or importation and have it paid by the manufacturer or importer, who should in turn charge it on the cost. Wholesalers would then simply include the tax in their prices to the retailer, who would then charge a little more for his goods to the ultimate consumer. Under this plan, wholesalers point out that they would be relieved from making tax collections and sending in returns. At the same time the Government would be saved the expense of collecting from the wholesalers.

An Unfair Advantage

"There is another point that we are

taking up with the Government," stated W. P. Eby, of Eby Blain Co., Ltd., Toronto, to CANADIAN GROCER, "and that is, as the Act now reads, the one per cent. sales tax is put on by the manufacturer and again added by the wholesaler to the retailer. This gives the departmental and chain stores an advantage over the retailer who buys all his goods through the wholesaler, and consequently pays the one per cent. that is put on by the manufacturer, also the one per cent. put on by the wholesaler. On the other hand, the store that buys direct from the manufacturer only pays the one per cent. put on by the manufacturer. He therefore buys his goods one per cent. cheaper than the fellow who cannot buy direct. This is very unfair to the retailer who buys from the wholesaler. Another point is that the Government is going to be out a lot of money."

Retailer Not a Collector

Wholesalers have been receiving letters from retailers all over the country asking if they are to collect the tax. As to this point, Mr. Eby stated: "The retailer is not called upon to collect either the sales or the luxury tax. The goods he buys that are taxable, cost him that much more and he must get more for the goods from the consumer."

Collecting the Tax on Other Merchandise

While the retailer who is handling groceries exclusively is not much concerned as to the collection of the taxes, for the reason that he has not to collect them from the consumer, there are many general merchants who are handling other merchandise along with groceries, and for them the question of collecting the taxes is of paramount importance.

"How are merchants going to furnish the Government with copies of sales slips covering every individual taxable sale?" is a question that CANADIAN GROCER is asked.

Use His Own Resources

According to information learned from the Department of Inland Revenue at Toronto, the merchant will have to use his own resources. Ottawa has not intimated how it is to be done, aside from saying that it must be done. Many suggestions have been put forth as to how this situation is to be met. Merchants who use sales books in duplicate may continue to use them, but, in addition, should have a day-book for entering every sale upon which a tax has been collected. The day-book will be the firm's own record of business, while the two slips will be given away, one to the customer as usual, and one for the return to be made to the collector of inland revenue.

A suggestion for using duplicate slips involves the use also of a cash register. The duplicate slip is made out as usual, one for the customer and one for the Government, and the record of sales is kept by the merchant by the cash register. In this instance, for the protection of the firm against theft by employees, the cash register must be equipped with a printing device, by means of which the top of the duplicate bill may be inserted in the cash register, and have printed on it the clerk's number or initial, the total amount of the sale and tax, the number of the sale and the date of the month.

Facts on Stamp and Sales Taxes

In the case of the much-discussed sales tax the one per cent. is collected by the Government from manufacturers, wholesalers and importers on all sales by manufacturers and importers or on importations with certain exceptions.

With regard to the Stamp Tax, two cents is collected on promissory notes and bills of exchange for every $100, or fraction thereof;

Two cents per share on stock transfers;

One cent each in addition to ordinary postage on letters and postcards;

Two cents each on cheques, money orders, etc.

Crushed Fruits, Fruit Syrups Are Luxuries

"There is still a great deal of uncertainty as to whether certain lines are taxable and in what class they belong. Crushed fruits for soda fountain purposes are subject to the luxury and sales tax and are classed as confectionery, but as to fruit syrups, manufacturers state, that the ruling on this line is still a little hazy, they feel that they should have more definite information.

"Business is all in a confusion," stated A. E. Dalton, of Dalton Bros., Front Street East, Toronto. "We hardly know where we are at, and it is very difficult to transact business. Here is an instance of where a customer purchased a line from us on contract, and when delivery was made we added the sales tax to the invoice. The customer comes back at us and says that this article was bought on contract, and was therefore not subject to the tax. Now what are we going to do? It is next to impossible to explain it to the customer. We will either have to pay the tax ourselves, or lose the customer. Every thing we manufacture and sell except tea and coffee are taxable, and the uncertainty of how the tax is to be applied has made it very difficult for us to carry on our business."

Alcohol Tax Is Confusing to Extract Men

There is one line in the retail grocery that is really affected by the tax, and that is extracts, but to what extent, manufacturers are still at sea. For the purpose of getting more definite information on this subject, a deputation composed of extract manufacturers is going to Ottawa to interview Sir Henry Drayton. In one section of the Act it says that a tax of $2.00 per proof gallon shall be applied to alcohol and in another place it says that extracts shall be taxed $2.00 per gallon. Pure extracts contain a large percentage of alcohol. Manufacturers are therefore doubtful as to whether both these taxes are to be applied. "Whether the $2.00 per gallon on alcohol is paid when it is taken out of bond, and again added on the manufactured extract, is a point that has to be cleared up," stated Frank Sherriff of the Imperial Extract Co. "The ruling now reads as though extracts have to bear a double tax."

Tax Inconsistent As Applied to Provisions

"There are a lot of funny kinks to the budget," stated R. S. Whyte, of the Whyte Packing Co., to CANADIAN GROCER." "For instance, pickled and salted meats are exempt, while the tax is put on smoked meats. Smoked meats are cured just as much as salted. The only difference is in the method used. Then lard is exempt and so is butter and butter substitutes, but shortening, which is really a lard substitute, is taxed and so are lard compounds. However, we are not worrying over it. There is no doubt the Government needs the money, and it might as well be collected this way as any other. It is the consumer that has to pay the taxes and we are just passing it along to them."

Thinks Grocers Will Have to Absorb the Tax

"In regard to the new taxation in groceries," writes Fred. C. Harp, Brantford, Ont., in answer to a query from CANADIAN GROCER, "I feel that the grocer will have to absorb the one per cent. tax as it is impossible to pass the same on to customers unless we become profiteers, as all articles mostly are sold in sums less than one dollar. The ten per cent. taxes on candy and marshmallow and sandwich cakes can be passed on, as it means a five cent. per lb. increase on each. I think, generally speaking, the new taxation will hit the poor consumer

Over 200 retailers waited on Finance Minister Sir Henry Drayton on Monday of this week, protesting against the luxury tax being collected by them. They came from all over the Dominion.

hard and instead of lifting his burdens, will materially increase the same.

"The cost of collecting this tax is going to offset a large amount of revenue collected, besides increasing the cost to the merchant."

A. Kirkpatrick, general merchant at Lefroy, Ont., in writing to CANADIAN GROCER regarding the new taxes, points out that, in his opinion, it is the retailer who is so hard hit. The retailer will have to pay the one per cent. of the manufacturer and wholesaler, but will be unable to make any drastic charges to the consumer.

Regarding the last questionnaire of the Board of Commerce, Mr. Kirkpatrick states that he cannot comply with it. "In fact, if there is much more of such, he holds, there remains only one way out—sell out everything. No three people can keep up with the Board of Commerce."

Declare Luxury Tax Is Unfair and Inequitable

Protesting against the system of taxation proposed by Sir Henry Drayton, declaring that the so-called luxury tax is decidedly unfair and inequitable, the Board of Trade of Arthur, Ont., recently passed a resolution to this effect. A copy of the same was forwarded to W. A. Clarke, M. P. for North Wellington, and the Hon. Hugh Guthrie. The resolution points out that the collection of the taxes is a real hardship to the merchants of the rural districts, who have not the facilities for keeping track of the taxes collected. The new taxes, it is also claimed, will tend to increase the cost of living, and place an unfair proportion of the country's debt on the consuming public, particularly that proportion of it belonging to the country towns and villages.

"We believe that through municipal taxes," the resolution continues, "with the Municipal Assessment Act adequately amended, a large part of the revenue could more fairly and equitably be collected, and it would then reach the Dominion Treasury one hundred cents strong on every dollar, and save the expense of keeping up an army of officials to look after the new taxes. Before this policy is carried further by the present Government, we believe a mandate from the people should be secured."

London Merchants Are Opposed to the Luxury Tax

The retail merchants of London, Ont., have placed themselves on record as opposed to the luxury tax imposed by the Government on sales over a certain sum. Secretary Gordon Phillip was instructed to draft a memorial to send to Secretary Miller of the Retail Merchants' Association of Canada, to be in turn forwarded to the Dominion Government.

Opposition to the measure was unanimous, and the recommendation was made that until such time as the law is thoroughly understood, and defined, the tax should not be imposed, but instead the Government should collect a levy of one per cent. on the total sales of the retailer. It was pointed out that the law, as it now stands, is so full of holes, that anyone who cares to shirk it can do so very easily. It was claimed that such an attempt at taxation is bound to breed a class of shirkers and put a premium on dishonesty. It was further contended that the tax is not a luxury tax at all, and that it hits the poor consumer as well as the rich one.

Galt Retailers Say Tax Curtails Legitimate Sale

Retail merchants in Galt, Ont., have also entered a protest against the luxury tax, claiming that it works detrimentally to many lines of business, curtailing the amount of legitimate sales. It specifies many regular lines of business as luxuries. It is also claimed that where amounts are named as an exempted limit, it should tax only the amount in excess, and that it puts a premium on cheaper grades of goods in exclusion to quality. The association suggests that manufacturers, wholesalers and retailers be represented on the Advisory Revision Committee. A copy of the resolution has been forwarded to Sir Henry Drayton.

Retailers Will Have to Largely Increase Staffs

F. F. Pardee (Lambton West), in speaking on the budget, the other day, said:

"In conclusion, Sir, I desire to say that I do not believe that the taxes proposed by this budget will produce results. I think that with the complications, and the machinery required to enforce it, you will find that the retail stores will have to largely increase their staffs, and if they are put under the necessity of having to pay more money to carry on business what will happen? Once more you will pile on to the consumer something extra which he will have to pay, and I do not think there is any question about that. For instance, apply this to such a firm as the T. Eaton Company. I was speaking to a large departmental store man the other day, and he assured me that so far as he could see their staff would have to be largely augmented to carry out the tax provisions imposed by the Minister of Finance. I have no doubt there will be all sorts of evasions of this tax. There will be thimble-rigging in every conceivable way, and although I recognize the great ability of the Minister of Finance, I think it will require a far cleverer head than his if this tax is to be adequately collected. I am speaking with all seriousness. I believe, Sir, from what I can gather, from

what I can hear amongst the retail merchants and amongst the people themselves in regard to the tax, that there will be evasions in every way which will largely augment the cost of goods while it brings no return to the treasury."

Counter Check Books Will be in Great Demand

The retailer must give a tax slip to customer.

Under the luxury tax covered by resolution No. 1, merchants are required to furnish the purchaser with counter sales slip showing the tax separately. A copy of this sales slip must support the firm's tax payment to the collector when made.

This new law makes it quite essential for all merchants collecting the tax to use counter check books and they should be used in triplicate so that one copy may be furnished with the report to be sent to the Government. In view the scarcity of newsprint retailers would be well advised to look after supplies as early as possible.

More Optimism in The West Now, Says Geo. Loggie

"The first announcement of the budget caused more or less consternation among the manufacturers and merchants of the Western provinces," remarked George Loggie, of Loggie, Sons & Co., manufacturers' agents, Front Street W., Toronto, Ont., to a representative of CANADIAN GROCER, on his return from a two months' trip to the coast. However, the first shock of the new taxation laws has now passed, and with a better understanding of the workings of the legislation the whole act is viewed with considerable more equanimity. The luxury tax and the collection of the same was one of the real bones of contention, and a great deal of opposition was heard on every side. "But the general outlook in the West is not one for gloom," Mr. Loggie stated, "and with the crop forecasts largely optimistic at the present time, following a very backward spring, manufacturers and merchants are not complaining to any great extent. True, there is some evidence of watchful waiting in the way of buying for future requirements, many merchants adopting the plan of buying only as immediate needs demand. Some manufacturers report a lull in sales, but on the whole there is considerable optimism in the West."

NEW PACKAGE TEA AND COFFEE

G. F. and J. Galt, of Winnipeg, packers of Blue Ribbon tea and coffee, have opened an office and warehouse at 107 Front Street East, Toronto. G. A. Galt has been appointed sales manager.

THINKS RETAILERS SHOULD BE CAREFUL ABOUT EXTRA CHARGES

THERE are so many new angles cropping up continually to the budget taxation that the William Neilson Company is adopting an attitude of watchful waiting. Nothing of a definite nature is being decided upon until things settle down a bit and a clear view can be had of the matter.

At the present time the firm is contenting itself with adding the ten per cent. excise tax and the one per cent. sales tax to every invoice.

"Some merchants have written in to us asking if they should keep a set of bills for the Government, but we informed them that this was not necessary," stated H. L. Walker, assistant sales manager.

One point brought out by Mr. Walker during the course of the interview was that the retailer should be careful not to charge more than the extra amount due to the tax.

'Such a policy would certainly injure business," said Mr. Walker, going on to say: "If the tax on a box of chocolates amounts to 11 cents the retailer should sell at $1.11, if the box costs a dollar. In some cases, though, he might be tempted to charge the even $1.15, and some may go so far as to think in terms of not less than quarters. This would mean that $1.25 might be charged. This, however, would be poor business, as the public knows to day what the tax is and soreness might result."

Mr. Walker thinks, too, that the foreigner who makes his own candy should be watched as he might be inclined to hedge a bit on imposing the tax.

"The Government," said Mr. Walker "has the nucleus now for the machinerp required to guard against this and they should use it. If not, they will miss the big thing, for there are so many of these kind of 'manufacturers' that their failure to pay would mean a big loss."

WHERE THE GROCER'S PRICES ARE AFFECTED

A tax of ten per cent on :

Candy and confectionery.

Chewing gum or substitutes therefor.

A tax of thirty per cent. on:

Patent and proprietary medicines including medicinal or medicated wines, vermouth and ginger wine containing not more than 40 per cent. proof spirit.

A tax of two dollars per gallon:

On lime juice or fruit juices, fortified with, or containing more than 25 per cent. of proof spirits.

On spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being or known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines, or ethereal or spirituous fruit essences, not otherwise provided for in this resolution.

4. That the excise taxes as imposed by the preceding resolution shall be payable in addition to the present duties of excise and customs at the time of sale by the Canadian manufacturer or when imported, but shall not apply to such articles when exported, and shall be accounted for to His Majesty in accordance with such regulations as may be prescribed.

5. That every person selling or dealing in the articles upon which taxes are imposed are prescribed by the foregoing resolutions, may be required by the Minister to take out an annual license therefor, for which license a fee not exceeding $2 shall be paid.

6. That the provisions of the said foregoing Resolutions shall be deemed to have come into force on the 19th day of May, 1920, and to have applied to all goods mentioned therein imported or taken out of warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before that day.

The tax on sales does not apply to sales or importations of meats, fresh, salted or pickled; butter; cheese; oleomargarine, margarine, butterine or any other substitute for butter; lard; eggs; vegetables; fruits, grains and seeds in their natural state; buckwheat meal or flour; pot, pearl, rolled, roasted or ground barley; corn meal; oatmeal or rolled oats; rye flour; wheat flour; coffee, green, roasted or ground; tea; salt; cattle foods; hay and straw; nursery stock; fish, fresh, pickled, salted, smoked, dried or boneless; sugar, syrups and molasses; anthracite or bituminous coal; artificial limbs and parts thereof or to goods exported. Other grocery lines are subject to the tax.

Further Evidence in Kellogg Case

Plaintiff's Case Concluded—Number of Retailers and Wholesalers Called—J. L. Kellogg First Witness for the Michigan Company—Records re Changes in Name, and Cartons Put In—Case Was Adjourned Till June 21

Reported by Staff Correspondent

TORONTO, June 2.—It was mentioned in last week's issue that the Kellogg case was again before the courts here. Four days of last week, beginning on Tuesday, were devoted to it before Justice Middleton. The Battle Creek Toasted Corn Flake Company, of London, Ont., are the plaintiffs in the case and the Kellogg Toasted Corn Flake Company, of Battle Creek, Mich., and Toronto, the defendants.

Robert Wallace, one of the directors of the plaintiff company, gave his evidence on Tuesday, and this was followed by evidence of other directors on Wednesday. Two retail grocers from Ottawa—A. S. Moreland and T. W. Collins—were witnesses on behalf of the London company. Mr. Moreland was asked a number of questions in regard to the time the Michigan company put their new package of Kellogg's Corn Flakes on the market, which he said was about twelve months ago. He stated that very few of his customers knew the difference in the products of the two concerns and that formerly he thought the Canadian company was operated by the U. S. company. He was asked if he had ever noticed the advertisements in the large United States weekly and monthly magazines, but his reply was that he very seldom read these papers. He did not have much time to read them as he read the daily papers and CANADIAN GROCER pretty thoroughly.

Retailers on the Stand

T. W. Collins also told of the introduction of the new Kellogg package put out by the Michigan company which followed the "Dominion" package. He said that it was in 1914 that he first knew there was a difference between the two companies, and this was in connection with some correspondence he had regarding the Ottawa Pure Food Show. He did not think the consumer would know much difference between the corn flakes of the two companies and particularly if the "Waxtite" covering was not on one of them. To Mr. Hellmuth, counsel for the Michigan company, he said that he read very few of the United States weekly and monthly magazines as he did not have much time after he got through with the newspapers and the trade papers.

Wholesalers Testify

F. W. Hudson, of the Canada Brokerage Company, wholesale grocers, Toronto, and W. P. Eby, of Eby, Blain, Ltd., wholesale grocers, Toronto, were also witnesses. They both told of the time when the Michigan company placed on the Canadian market the Kellogg's corn flakes. Both of them had heard of "Sanitas" corn flakes as well as other of the Michigan company's products, such as Kellogg's Bran Krumbles, etc. Mr. Eby stated there was considerable confusion between the two products and the travellers of the firm he represented had been instructed to take orders for Waxtite Corn Flakes in order to distinguish them from the London products on account of both being called Kellogg's and put up in similar packages. Personally he knew the difference, but the firm had difficulty in explaining the difference to the travellers. He had seen the advertising of the Michigan firm in the United States magazines and also remembered the "Sanitas" corn flakes package, but his opinion was that "Sanitas" never had a distinctive meaning, as the name "Kellogg" was invariably used.

Mr. Baker, a former director of the London company, recalled a meeting of directors about 1907 or 1908 in London, at which W. K. Kellogg was present. He testified that as far as he could recollect, Mr. Kellogg had been in favor of changing the name from "Sanitas" corn flakes to "Kellogg's."

George V. Kneen, a Montreal retail grocer, stated he had been handling both brands and that the public, generally speaking, did not know of any difference in the two of them. He thought that the present package of the London company was similar to the one they had used ten years ago, although he was not sure about the term "Made in Canada" across the face of it.

Mr. Kneen further stated he may have noticed the Kellogg corn flakes advertising in United States magazines, but if he did he did not give it any special attention. During the past year he had sold both and in order to distinguish between them used the terms, "London Corn Flakes," and "Waxtite or Toronto Corn Flakes." He may have had some Kellogg's Bran but did not carry much of it and he did not know which firm made it. Neither did he handle Kellogg's Krumbles. He stated he had been asked for it once or twice.

Still Another Kellogg Concern

A discussion arose between Mr. Hellmuth and Mr. Tilley, counsel for the Battle Creek Toasted Corn Flake Company, of London, Ont., as to whether Wm. E. Goff, manager of the Kellogg Food Company, Battle Creek, Mich., should be put in the stand or not. Mr. Hellmuth quoted from evidence taken at London which intimated that the counsel for the plaintiff at that time intended calling Mr. Goff; so he became a witness. The Kellogg Food Company has nothing to do with the Kellogg Toasted Corn Flake Company, of Battle Creek, nor with the London company. It is the Dr. Kellogg's Company at the present time. Mr. Goff has been engaged with the Kellogg's for many years and related his knowledge of the formation of the different companies, including the Sanitas Nut Food Company, the Battle Creek Toasted Corn Flake Company, of Battle Creek, Mich., and the Kellogg Food Company, which was organized in 1908, and which is still in existence. Mr. Goff stated that his firm, the Kellogg Food Company, sold Kellogg's Bran and other articles put up by them in Canada and have been selling these off and on since 1908, although their business was not large in this country. They also sell Kellogg's Toasted Flakes for export, doing business with countries like Japan and Great Britain. He stated the W. K. Kellogg Company, of Battle Creek, Mich., had rights only for the United States. There is at the present time litigation before the courts in connection with the Kellogg Toasted Corn Flake Company, of Battle Creek, Mich., and his company, the Kellogg Food Company. Answering Mr. Hellmuth, he said that they may have had one or two controversies with the London company regarding selling in Canada but there were none now. There were one or two letters back and forth, but he did not remember any serious difficulties. Their business in Canada is mostly a mail order business direct to consumers, who apply to them for various health foods made by the Dr. Kellogg's company.

Opening of the Defence

The first witness for the Battle Creek, Mich., company was J. L. Kellogg, son of W. K. Kellogg. Mr. Kellogg traced the history of the various cartons used by the Kellogg Toasted Corn Flakes Company on their toasted corn flakes and other products. In the early days around 1906 and prior to that time he had been connected with the Sanitarium Company, Ltd.; the Sanitas Nut Food Company and the Battle Creek Toasted Corn Flakes Company. He stated that the first company to make corn flakes was the Korn Krisp Company in 1901 and 1902, which his company later took over. He said that if there was any secret about the manufacture of corn flakes it was the flavoring added. There were about 162 firms in the United States and Canada selling corn flakes, some us-

ing a flavoring and some not. The term "Sanitas" was changed to "Kellogg's" in May, 1907, and on December 10th, 1907, his firm had registered in the United States the term "Sweetheart of the Corn."

The advertising of the Michigan company was gone over and advertisements from the United States magazines, Canadian magazines, Canadian trade papers and newspapers were shown and put in as exhibits.

James J. Robinson, who took part in the negotiations of the sale for Dr. Kellogg and W. K. Kellogg of the "Sanitas" brand of corn flakes to the London company, was also a witness.

Only four days could be devoted to the case at the present time. It has been adjourned until June 21 in Toronto, when J. L. Kellogg will complete his evidence. This will perhaps require a couple of days, after which W. K. Kellogg will likely follow.

Big Decline in Cuban Sugar Estimate

If Sugar Sells at Lower Figures in the Near Future, It Will Be Due to Other Causes Than an Early Increase in Production—Cuban Crop Estimate 500,000 Tons Less Than 1919.

IN their weekly market letter, Hayden, Stone & Co., New York City, has the following to say of the sugar market:

"At a time when so many signs seem to forecast a decline in commodity prices the statistical position of sugar is such that it has become evident that if sugar sells at lower figures in the near future it will be due to other causes than an early increase in production. The steady downward revision in estimates of this year's Cuban crop have now reached a point where a yield of 3,500,000 to 3,600,000 tons seems to be the best that can be expected. This is a full 1,000,000 tons less than the more optimistic figures presented last fall just in advance of the opening of the grinding season. And 3,500,000 tons would be 500,000 tons under the 1919 crop. It is a story of drought and represents one of those sudden and unexpected failures of nature at a time when the need is the greatest.

"It is interesting to note that the upward advance in Cuban raws culminated for a series of weeks at 18½ cents a pound. The refiners took the lead and in an effective way let it be known that this was the limit at which they would voluntarily purchase Cuban raws. In a small way, therefore, the refiners actually exercised a certain regulatory function which for the two previous years had been exercised in a much broader way by the Sugar Equalization Board. In the last few days the price of Cuban raws has, however, jumped to a new high figure of 22 cents a pound. This advance has coincided with the further assurance of a big shortage in the Cuban crop, together with a heavy export movement from Cuba to Europe. It is worth noting, however, that these record prices for raw sugars have been named on a comparatively small volume of transactions, the bulk of the crop having already been sold.

"The balance of 1920 is almost certain to witness a greater shortage of sugar in the United States and a greater inequality in distribution than at any time since 1914. One of the unfortunate developments is the inequality of distribution. Two main factors account for this. One is the large amount of sugar being refined on "toll," which means in substance that the sugar consumer has purchased raws in Cuba and has had them delivered to a refiner to be refined for his account. Many large manufacturers using heavy tonnages of sugar lost no time early in 1920 in adopting this procedure. They had suffered such restrictions in 1918 and 1919 that once a free market was established they determined to make sure of their sugar supply. It is understood that several refiners have taken so much of this class of business that much of their capacity until September will be absorbed by this "toll" production. The margin of profit on this business is liberal as customers have in some cases at least paid 4 to 5 cents per pound for "toll refining."

"Another factor which has accentuated the inequality of distribution has been the freight situation on the railroads. The sugar refineries quite naturally are at seaboard. To get refined sugars to markets as far west as Chicago and St. Louis they must depend on the railroads. Sugar has been congested for six weeks and even for nearer points in New York and New England the problem of delivery has been most serious. In some cases long distance trucking has afforded slight relief.

"It is worty of note that the two largest refineries in the United States, American Sugar and National Sugar, have both refused to handle any toll business and both have likewise refused to accept export orders for refined. These two companies could have had orders for several hundred thousand tons of refined sugar for export had they been willing to accept them. Their ground for refusal was that they had a public service to perform in supplying the American market and that instead of encouraging they should discourage the export of sugars sorely needed here.

"At this late day the Washington authorities are making an attempt to exercise some supervision of the sugar situation. There is little they can do to effectively save to control the refiners. The price of raws being an international question is out of control. The refiners may be asked to accept 3¼ to 3¼ cents as fair refining margin. In that event and assuming ability to hold raws at 18½ cents a future price for refined of around 23 cents wholesale would seem to be indicated. Allowing 4 cents for jobbers' and grocers' distribution expenses would apparently mean a consumers' price of 26 to 27 cents. Against this refiners are now asking 20½ cents, but refiners have been employing lower cost Cuban raws. The 18 and 19 cent Cuban raws have not yet come through the refinery.

"It would be a wise move for refiners to accept Government fixation of a refining margin. The refiners have yet to make their high prices, but they must be named and when they are the public will probably accept these prices with less fuss if fixed in accordance with a Government established refining margin.

"There is another phase of the sugar question which is likewise highly interesting. We refer to the large prospective profits which the various American beet companies should make this fall. Their crop starts in August or September. Little or none of it has been sold ahead and it should this year be distributed at prices having a close parity to the price of refined. Beet sugar companies are raw sugar producers turning out a refined and they have an unique opportunity to get the full advantage of high prices for refined.

"The big profit in store this fall for beet companies and for farmers growing sugar beets ought to mean a large jump in the American beet crop in 1921. The output of beet sugar in the United States has been practically stationary for four years, due largely to the fact that it paid farmers better to raise other crops. The incentive for a big 1921 crop will be very keen unless the Government discovers some way to fix the price at which the beet sugar companies can sell.

"We referred at the outset to the growing sugar shortage of the world. In 1915-16 this shortage was about 2,200,000 tons. This year it is likely to be nearer 5,000,000 tons, a total so great that it would seem only a lapse of years or some curtailment in consumption could restore the balance between supply and demand."

New Outfit Pays Big Dividends

Fixtures, Appliances and Devices That Aid in Preventing Waste Form the Best Kind of Investment—Stock Is Kept in Much Better Condition, Because of Modern Equipment.

By HENRY JOHNSON, JR.

THE movement for cleaner stores is not all a mere fad. Neither is it only an advance in sanitation—important as it is from a health standpoint. For the merchant, it is plain commonsense and economy. Nor is economy mere miserly saving. It is a prime source of profit. In fact, it may constitute the entire difference between profit and loss.

You may remember the boy who came into the house with his shoes muddy. His mother pointed out to him that the mud was dirt when on her kitchen floor, though it was not dirt in the garden. She said: "Dirt is anything out of its right place." That is a pretty good working definition, even if it be not strictly accurate. It is specially applicable to a stock of groceries.

In the old days, for example, we used to get Turkish prunes in original casks of 1,600 to 1,800 pounds. We would set the cask on end, tilted forward, with a block under the chime, and knock out the head. Then we'd loosen the prunes with an old-time fruit auger and proceed to sell at so many pounds for the dollar. There was a lot of fruit in the cask. A prune or two did not count. What were spilled on the floor were seldom picked up. When we removed the empty cask to make way for another we usually swept out the prunes that were on the floor behind it.

Taking evaporation, constant nibbling and the spilling aforesaid, probably not less than five per cent. loss was entailed. That meant eighty to ninety pounds. At even five cents the pound—and they were seldom so cheap as that—this meant $4.00 to $4.50 dead loss on this one commodity in the one month usually required to sell a cask of prunes. We never thought much about it. It always had been done that way. Progress was slow. It is astonishing how long we can remain in a rut before we realize that travelling that way is not conducive to profits.

Sweepings Mostly Waste

It was the same way with sugar, spices, rice—all commodities. We weighed them out in flat papers and, in wrapping, there was constant spillage. We swept it all off the counters with our hands onto the floor and later it went into the "dirt" barrel.

The most cursory analysis of the contents of the dirt barrel would reveal the plain fact that practically its entire contents was waste—profits going to the dump instead of the cash drawer.

Once we had some evaporated apricots, which, exposed for a week or two to the heat of the winter fire, became utterly unattractive to buyers. Literally, of

HENRY JOHNSON, Jr.

course, they were as good as ever and much cheaper for the consumer than when "fresh." But then as now, folks bought with their eyes and the 'cots were passed by.

One of the boys hit on the idea of putting a moist coffee bag on them at night. They "came back" wonderfully and soon were sold out. The idea penetrated. We grasped the thought that not only were goods kept more nearly in their original condition and therefore more readily saleable, but that thus we sold as much water as we bought. So, from then onward, it was our practice to put moist bags over all our evaporated fruits every night. It was one of our regular chores thereafter—and it paid.

Well to Remember "Old Stuff"

If that sounds like "old stuff" to you, let it be remembered that all those little economies had their beginnings—that we went forward slowly, a short step at a time—and that there are untaken steps right now in your own store, probably, to which you are as blind as we were 25 years ago to those now familiar!

Trouble with us is that useful knowledge becomes "old stuff" very soon and we forget to apply it; hence, relatively, we stand still as much as did our grandfathers.

When I think back on the open bins and barrels, the loose covers, the sloppy handling of the old days, it all seems very foolish. Yet there are plenty of grocers who operate no more efficiently to-day—and think they are saving money by not obtaining labor-saving, dirt-excluding, quality-conserving fixtures which are now so plentiful, so readily obtainable and relatively cheap.

Character of "Dirt"

Once when a boy swept back a lot of refuse and was about to gather it up, it happened to occur to me to see what made up the pile. I stopped him and together we went over it. There were a few grains of coffee, some tea, rice, a couple of prunes, a lot of crushed cracker—evidently one or two had been dropped and stepped on—and some indistinguishable dust. Making due allowance for street dust blown into the store, I figured that practically the entire pile was made up of "things out of their right places"—waste. Not an item I could distinguish would have been either dirt or waste had it not been spilled to the floor.

Putting things together in my mind, and noting meanwhile how great an impression my impersonal study of the dirt had made on the boy, I decided that fixtures, appliances and devices which would aid me in preventing such waste must be the best kind of investment. Here again, I noticed how slow we are to develop, for already we had some good bins in use and they were great conservers of quality, weight and profits. But the step further is always such an apparently radical move that all of us habitually go slow—and I was a slow one for fair!

New Outfit Pays Big Dividend

That was in 1900. I know now that I would have made the change anyway, but it happened that we moved to a new location and we built from the ground up. The new store was smaller by fully a third than the old one, so every foot of space must be utilized. The entire floor, 75 by 21 feet of salesroom, was fitted with labor-saving counters in place of the old space-wasters and dirt-accumulators of the former regime.

Along the walls were tilting bins, above which the shelf standards were fitted close to the wall. Thus bulk goods everywhere were kept in prime condition. Original moisture was retained in fruits, which is much better than added moisture in its effect on flavor and quality. Things which, by their character, should be dry and crisp—like crackers—were kept in fine condition. Vermin was excluded absolutely! There was practically no chance for a rat or mouse to live in that store, because he could get no food.

The exclusion of vermin included weevils, worms, etc., to as great an extent as moderately good storekeeping admitted. For we could take out every bin and drawer with no trouble at all, clean it thoroughly, fumigate it if necessary, so there was the absolute minimum chance for waste.

I mention only a few of the advantages. The gain was literally endless in its ramifications. Goods formerly poorly

(Continued on page 46)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), ..ew York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone Main 1024.

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LITTLE CHANCE TO PROFITEER

CHARGES of profiteering among retail grocers are so few and far between, that much ado has been made of the case before the Board of Commerce recently, when an Ottawa grocer was summonsed, because, through mistake, a sale of sugar was made at 36 cents per pound. According to the testimony, this firm had been informed by a traveler that sugar prices had advanced, and accordingly they raised their prices from 22 cents per pound to 30 cents. The sale at 36 cents, which is complained of, was afterwards adjusted through a refund to bring the price to 30 cents, the 36 cents price having been charged by mistake.

That there is little chance for the average grocer to profiteer, were he ever so anxious to do so, there is no doubt. Competition is so keen in the trade, that profits must of necessity be pretty close. The large number of grocers in the field is responsible for this intensely competitive attitude of the majority of them. This condition not only makes the assertion that the grocer is a profiteer more or less ridiculous, but renders it exceedingly difficult for the grocer to get even sufficient return for his hard work.

The impression that the publicity of this one instance of so-called profiteering may create among a public already too anxious to make charges against retail grocers, is not in the best interests of the trade, and this fact might well be taken in mind by the Board of Commerce.

WHERE OTTAWA FELL DOWN

THE power of the Press has been recognized for years. But it was only during the World War that the newspapers became veritable powers behind nations. Never before, perhaps, had the printed word been used with such effect as in the five-year period following the dissemination of the Wilhelmstrasse despatches via Sayville. Now the nation's Press might he said to come even before its diplomats. In Canada the Government has been making unprecedented use of newspapers in getting information before the public. It was through the Press that the budget was made known. But here the Government went about its work in a loose manner. Not a few merchants have quibbled about having to comply with drastic regulations on the "say so" of newspapers only.

The Minister of Finance could have very effectively adopted an intelligent publicity campaign to accompany the announcement of the Government's new taxes. The services of thousands of manufacturers, wholesalers and retailers were commandeered as Government servants on the rather uncertain authority of press reports from Ottawa, following the bringing down of the budget. They have since been acting, and in many cases are still acting, as Government agents with only the vaguest official idea of their duties and responsibilities.

The press, and particularly the trade and class newspapers, are being called upon to perform, without charge, an educational service which the Government owed to the industrial and commercial community when it conscripted an army of untrained tax collectors.

Even though the Government gives every ruling in contentious points in its own favor, and the business community co-operate sincerely in the operation of the new taxes, it may be taken for granted that there will be many thousands of dollars lost which could have been saved by an effort to intelligently inform the public. If the machinery for making collections is organized with the same lack of business foresight, other thousands will also be lost, particularly when it is considered that the previous taxes had proven an almost overwhelming problem to the department.

MOST merchants think that the word advertising means buying space in newspapers, but, 'tis not so. Any method of selling is advertising, whether it is through the agency of the show windows, selling talk behind the counter or displays in the store. Advertising in newspapers is just another medium, that's all.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared from Information Supplied by Merchants—The Growing Prevalence of the Weekly Half-Holiday Demonstrated.

CANADIAN GROCER again publishes this year a list of half-holidays in the towns and cities throughout Canada. Every effort has been taken to make this list as complete and as accurate as possible. Manufacturers, manufacturers' agents and wholesalers are invited to write to CANADIAN GROCER for the booklet in which these lists will be published after their appearance in this issue. They are asked to state the number of copies that they will require, but it is necessary, in order to secure this booklet, to write for them.

BRITISH COLUMBIA

CRANBROOK—Stores close Wednesdays at noon all the year round. Also close every night at 6 o'clock except Saturday.

FERNIE—Stores close Wednesdays at noon all the year round.

KAMLOOPS—Stores close Wednesdays at 1 o'clock all the year round except in a week where another holiday occurs. Also close at 5 o'clock every night except Saturdays.

MERRITT—Stores close Wednesdays at noon all the year round. Also close at 6 o'clock every night except Saturday.

NELSON—Stores close Wednesdays at noon throughout the year.

NEW WESTMINSTER—Stores close Wednesdays at 1 o'clock throughout the year. Also close every night at 6 o'clock except Saturdays. Daylight-saving time in force from May 26 to September 18

REVELSTOKE—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturdays

VANCOUVER—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturday. Daylight-saving time in force from May 23 to September 30.

VERNON—Stores close Thursdays at 12.30 o'clock throughout the year except the week wherein another holiday occurs. Also close every night at 6 o'clock except Saturdays. Daylight-saving time under consideration.

ALBERTA

CALGARY—Stores close Wednesdays at 1 o'clock throughout the year.

EDMONTON—Stores close Wednesday at noon throughout the year. Also close at 6 o'clock every evening.

SASKATCHEWAN

BORDEN—No half-holiday. Stores close every night at 6 o'clock except Saturdays.

KERROBERT—Stores close Wednesdays at noon during June, July and August. Also close every evening at 6 o'clock except Saturdays.

MOOSE JAW—Stores close Wednesdays at noon the year round. Also close at 6 o'clock every evening.

MAPLE CREEK—Stores close Wednesdays at 1 o'clock during June, July and August.

NORTH BATTLEFORD—Stores close Wednesdays at noon from May to August inclusive.

PRINCE ALBERT—Stores close Wednesdays at 1 o'clock from June 15 to September 15. Also close at 6 o'clock every evening except Saturdays.

UNITY—Stores close Wednesdays at noon from May 15 to August 15. Also every evening at 6 o'clock except Saturdays.

WEYBURN—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

MANITOBA

BRANDON—Stores close Thursdays at 12.30 o'clock from May to September inclusive.

FRANKLIN—Stores close Wednesdays at 1 o'clock from May to August inclusive. Also close every evening at 6 o'clock except Saturdays.

PORTAGE LA PRAIRIE—Stores close Wednesdays at 12 o'clock from May 15 to August 15. Also close every night at 6 o'clock except Saturdays.

SOURIS—Stores close Thursdays at noon during June, July and August.

ONTARIO

AUBURN—Closes Wednesday afternoon at noon during June to September inclusive, also Wednesday and Friday evenings at 6.30 p.m.

BARRIE—Closes Wednesday afternoon at 12 o'clock during June to September inclusive. Also evenings at 6 o'clock except Saturday.

BELLEVILLE—Stores close Wednesday at noon during May, June, July and August. Also every night at 6.30. Daylight-saving.

BOBCAYGEON—The stores close on Wednesday afternoons during June, July and August, and on Mondays, Wednesdays and Fridays at 7 p.m.

BOWMANVILLE—Stores close Wednesday at noon every month with the exception of December. Also every night at 6.30.

BRACEBRIDGE—Stores close Thursday at noon during June, July and August. Also every night at 6 o'clock except Saturday.

BROCKVILLE—Closes Wednesday at 12.30 during June to August inclusive. Also every night except Saturday at 7.30. Daylight-saving time from June 1 to August 31.

BURLINGTON—Stores close Wednesdays at 12 o'clock during June, July and August. Also every evening at 6.30 o'clock.

CALEDONIA—Stores close Thursday at noon during June, July, August and September. Also every night at 7 o'clock except Saturday.

CARDINAL—No half-holiday. Stores close at 7 o'clock on Tuesday, Wednesday and Friday. Daylight-saving time in force.

CHATHAM—Stores close Thursday at noon during May to September inclusive. Also every night except Saturday at 6.15 o'clock.

CLINTON—Stores close Wednesday at noon from May to September except weeks wherein another holiday occurs. Also every night at 6 o'clock except Saturday and night before holidays.

COBALT—Stores close Wednesday at 12 o'clock from May to August inclusive. Also every night at 7 o'clock except Saturday.

COBOURG—Closes Wednesday afternoon at 1 p.m. from May 17 to September 6. Also evenings at 6 o'clock. Daylight-saving time.

COLBORNE—Stores close Wednesdays at noon during May to September inclusive.

COLLINGWOOD—Stores close Wednesday at noon during June, July and August. Also every night at 6.30 o'clock.

CORNWALL—No half-holiday.

DRESDEN—Stores close Wednesdays at noon during June, July and August.

DUBLIN—No half-holiday.

DUNDAS—Closes Wednesday at 12.30 every month except December. Also Monday, Tuesday and Thursday evenings at 6. Friday and Saturday at 10 p.m.

DUNNVILLE—Closes Wednesday at 12.30 from April 1 to end of September. Also every evening the year round.

ELMIRA—Closes every Wednesday at 12.30 from May 1 to September 15. Also every evening at 6.15 except Saturday.

ELORA—Closes Wednesday at 12 o'clock from May 1 to October 1. Also every night at 6 o'clock except Saturday.

ERIN—Closes Wednesday at noon from June to August inclusive. Open Tuesday, Thursday, and Saturday evenings. Close other evenings at 7 o'clock.

EXETER—Closes Wednesday at 12.30 from June to August inclusive. Also every night at 6 o'clock except Saturday.

FERGUS—Closes Wednesday at 12 o'clock from May 1 to October 1. Also at 6 o'clock every night.

FOREST—Closes Wednesday at 12 o'clock from May to September inclusive. Also every night at 6 o'clock except Saturday.

FORT FRANCES—The stores close Wednesdays at noon during June, July and August, and at 6 o'clock other days.

FORT WILLIAM—The stores close Wednesday afternoons, and at 6 o'clock other days except Saturdays.

GALT—Stores close Wednesday at 12.30 all the year round except December. Daylight-saving time in force from May 23 to September 15.

GANANOQUE—Stores close Wednesdays at 12 o'clock from June 16 to September 3. Also stores close at 6 o'clock each night except Saturday. Daylight-saving in force from May 31 to September.

GUELPH.—Stores close every Wednesday at 12.30 all the year except December, also at 6.30 o'clock every night except Saturday. Daylight-saving time.

GODERICH—Stores close Wednesday at 12.30 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.

GLENCOE—Stores close Wednesday at 12 o'clock from May to August inclusive.

HAMILTON—Stores close Wednesday at 1 o'clock from May to August inclusive.

HAVELOCK—Closes Wednesday at 12 o'clock from June 1 to August inclusive. Also every night at 6 except Tuesday and Saturday.

JARVIS—Closes Thursday at 12 o'clock from June to September inclusive. Also every night at 6 o'clock except Wednesday and Saturday.

KENORA—Stores close Wednesdays at 1 o'clock from May to September inclusive.

KEEWATIN—Stores close every Thursday at 1 o'clock the year round.

KINCARDINE—Closes Thursday at 1 o'clock from May to September inclusive.

KINGSTON—Closes Wednesday. Also every night at 5 o'clock. Daylight-saving time.

KITCHENER—Closes Wednesday at 1 o'clock from May to August inclusive. Also every night at 6.30 except Saturday. Daylight-saving time.

LA SALETTE—Closes Thursday at 1 o'clock but opens from 3.30 to 4.30 for distributing mail from June to September inclusive.

LEAMINGTON—Stores close Fridays at 12 o'clock from April to October inclusive. Also close Monday, Wednesday and Friday nights at 6 o'clock the year round.

LINDSAY—Store close Wednesdays at 12.30 o'clock during July and August.

LISTOWEL—Stores close Wednesday at 1 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.

LONDON—Closes Wednesday at 1 o'clock from May to September inclusive.

LUCKNOW—Closes Thursday at 1 o'clock from June to August inclusive. Also every night at 7 o'clock except Wednesday and Saturday.

MILTON—Closes Wednesday at 12.30 o'clock from June to September inclusive.

MOUNT FOREST—Stores close Thursdays at 12.30 o'clock from June to September inclusive.

NEWCASTLE—Closes Wednesday 12 o'clock from May to October inclusive.

NEW LISKEARD—Stores close Wednesdays at noon from June to August inclusive. Also close every night except Saturday at 6 o'clock.

NORTH BAY—Stores close Wednesday at 1 o'clock from May to October inclusive. Also close every night at 7 o'clock except Saturday.

NORWICH—Stores close Wednesdays at 12 o'clock except weeks wherein another holiday occurs, during May, June, July, August and September. Also close at 6 o'clock every night except Saturdays.

OAKVILLE—Closes Wednesday at 1 o'clock from April to October inclusive.

OIL SPRINGS—The stores close every Thursday afternoon during June, July, August and September, and at 6 p.m on Wednesdays and Saturdays.

ORILLIA—Closes Wednesday at 12 o'clock from May 5 to September 29. Also every night at 5 o'clock except Saturday.

OSHAWA—Closes Wednesday at 1 o'clock all the year round with the exception of December. Also every evening at 6 except Saturday.

OWEN SOUND—Stores close Wednesdays at 12 o'clock from May to September.

PARIS—Stores close Wednesdays at 12.30 o'clock all the year round except the month of December. Also close each night at 6 o'clock except Friday and Saturday.

PARRY HARBOR—Closes Wednesday at 12 o'clock from June 16 to September 15. Also every night at 6 o'clock except Saturday.

PEMBROKE—Closes Wednesday at 12.30 o'clock from June to August inclusive. Also at 6 o'clock every night except Saturday.

PETERBORO—The stores close on Thursday afternoons during June, July, August and September, and at 6 o'clock other days except Saturdays.

PICTON—Closes Thursday at noon from July to September inclusive.

PORT ARTHUR—Stores close Wednesdays at noon from June to September inclusive. Also close every night at 6 o'clock except Saturday. Daylight-saving time in force.

PORT CREDIT—Closes Wednesday at 1 o'clock all the year round. Daylight-saving.

PORT DALHOUSIE—No half-holiday. Daylight-saving time.

PORT DOVER—No half holiday. Stores close every night at 6 o'clock except Saturdays.

PORT ELGIN—Closes Thursday at 12.30 o'clock from May to September inclusive.

PORT HOPE—Stores close Wednesdays at 12 o'clock from May to September inclusive. Also close at 6 o'clock each night.

PRESTON—The stores close Wednesday afternoons the year round except two weeks before Christmas, and at 6.30, except Friday night, when the stores close at 9, and on Saturday when they close at 10 o'clock.

RENFREW—Stores close Wednesdays at noon during June, July and August. Also close every night at 6

RICHMOND HILL—Stores close Wednesdays at 1 o'clock from May to September inclusive.

RIDGETOWN—Closes Wednesday at 12 o'clock from April 15 to August 15. o'clock except Saturday.

SARNIA—Stores close Wednesdays at 1 o'clock from May to September inclusive. Also every night except Saturdays at 7 o'clock.

SHELBURNE—Closes Thursday at 12.30 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.

SIMCOE—Stores close Thursdays at 12 o'clock from June to September inclusive. Also nights at 7 o'clock except Wednesdays and Saturdays.

SMITHS FALLS—The stores close every Wednesday afternoon during June, July and August.

ST. CATHARINES—Closes Wednesday at 12 o'clock all the year round. Also 6 o'clock every night. Daylight-saving time.

ST. MARYS—Closes Wednesday at 12.30 from June to September inclusive.

STIRLING—Stores close Wednesday at 12.30 o'clock during June, July and August.

STRATFORD—Stores close Wednesdays at 12.20 o'clock from May 1 to September 30. Also close every night at 6 o'clock except Saturdays.

STRATHROY—Stores close Wednesdays at noon from May to August inclusive. Also nights at 6.30 o'clock except Saturdays.

STREETSVILLE—Closes Wednesday at 12.30 o'clock from May to October inclusive.

SUDBURY—Stores close Thursdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Saturdays. Daylight-saving time in force

SUTTON—Closes Wednesday at 12 o'clock from May to October inclusive.

TILLSONBURG—Stores close Wednesdays at 12 o'clock from May to September inclusive.

Continued on page 50

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

James F. Anderson, general merchant, Newton Mills, Col. Co., N.S., has succeeded to the firm of Johnson and Anderson, and is now the sole proprietor of the business.

J. LeRoy Holman, vice-president and manager of R. T. Holman, Limited, department store, Summerside, P.E.I., passed through Ontario the other day on his way home from a two months' trip through the Canadian West and through California. While in Toronto he visited the offices of the MacLean Publishing Company. Mr. Holman states that business on the Island has been especially good during the last two years. The advent of the automobile, for which he worked hard, has been the means of stimulating trade by bringing country and town closer together.

QUEBEC

M. Desrosiers, 488 Ninth Avenue, Rosemount, Montreal, has been succeeded in his grocery business by H. Pepin.

M. Desormeaux, Montreal, has sold his grocery business to F. X. Charest, 794 Rivard Street.

J. P. Leveille, Montreal, has bought out the business of B. Page, 353 Laurier East, Montreal.

D. Landry, 536 Centre Street, Montreal, has removed his grocery store to his new premises, 599 Centre Street.

St. Germain Bros., Montreal, has started a confectionery business at 2575 St. Hubert Street.

H. Payette, Montreal, has moved his store from 411 Fleurimont Street to 210 Van Horne Street.

Mayard and Peesier, Montreal, has inaugurated a new departure in the grocery business. They have opened a new store at 1133 St. Andre Street, where they will handle specialty lines of the grocery business.

The remains of the late Wilfred Viau, who died in Paris on February 29 last, are due to reach Montreal for interment Saturday morning on the S.S. La France. Mr. Viau was a member of the manufacturing confectionery firm of Viau Freres. Prior to the war he and his wife resided in Paris, but came to Montreal late in 1914. He returned to Paris last October and died in February after a prolonged illness.

ONTARIO

V. Simone has opened up a store at 82 Danforth Ave., Toronto.

Lawrence Bros. have opened up a grocery at 848 Danforth Ave., Toronto.

Andre Poirier, Sutton, Que., has disposed of grocery and fruit business.

Libby, McNeill and Libby, recently suffered damage to their factory, through water.

The business places of Tweed, Ont., are also closing during the summer months.

John Dalley has bought out the LeRoy Grocery Store at 1660 Dufferin Street, Toronto.

Mr. Tulk, of Tulk & Little, Hamilton, Ont., has purchased Mr. Little's interest in the business.

A. W. Stahle, Kitchener, Ont., has disposed of his grocery to Wm. Heideman, of the same city.

Mr. Cottam has purchased the business on Keele Street, Toronto, formerly owned by J. Bonham.

F. Zibell, Kitchener, Ont., has sold his butter, egg and cheese business to John Rohn, of Kitchener.

The Retail Clerks' Association of St. Thomas, Ont., recently held a dance and entertainment in the Casino at Port Stanley.

The merchants of New Liskeard, Ont., are closing their places on Wednesday afternoons, during June, July and August.

John A. Fraser, Toronto, Ont., passed away in the Western Hospital, Toronto, last week. Before moving to Toronto he conducted a grocery business in Barrie.

CANADIAN GROCER wishes to express its deepest sympathy to W. P. Riley, president and general manager of the Western Grocers, Ltd., Winnipeg, in the loss of his wife.

The larger retail stores in Ottawa, Ont., are closing on Saturday afternoons.

The stores in Deseronto, Ont., are closing on Wednesday afternoons during June, July and August.

The business men of Orangeville, Ont., will close their stores Wednesday afternoons during June, July and August.

The United Farmers in the district of Elmira, Ont., are to have a co-operative store in the town. A capital of $20,000 is being raised.

The retail merchants of Peterboro, Ont., recently met for the purpose of reorganization. Addresses were given by E. M. Trowern, secretary of the Dominion Board; W. C. Miller, secretary of the Provincial Board, and Mr. Maher, the Provincial organizer.

James Sutherland, one of Newmarket's oldest merchants, passed away on Thursday last, in his 71st year. He conducted a general store for many years. He was a brother of Mr. Justice Sutherland of Toronto.

John Todd, of Toronto, was fined ten dollars and costs by a Barrie magistrate recently for passing off second grade corn syrup for maple syrup at $3 per gallon. The syrup was sold from house to house.

Clifford Burgess, of Wallaceburg, Ont., for many years a general merchant of that town, passed away last week, following an attack of acute indigestion. He was a member of the firm of O'Flynn and Burgess. He was 40 years of age, and is survived by his widow and three children.

The grocery and butcher stores of Edgar House and George Roberts, at 342 Ottawa Street North, Hamilton, Ont., were entered recently and the cash registers rifled. Only about $3 in coppers and one shilling in English pennies were stolen.

E. W. Lee, who has for some time been manager and director of the Coleman Bread Co., Euclid Avenue, Toronto, has severed his connection with the firm. Before retiring he was presented with a handsome grandfather's clock by the employees.

H. H. Engel, for many years a general merchant in Hanover, Ont., passed away last week, in his 53rd year. He had been in business in Hanover for 27 years, and at the time of his death, he was conducting two general stores and a shoe store. He was president of the Hanover Board of Trade, and an officer in the Hanover Agricultural Society. He is survived by his wife, two sons and one daughter.

Geo. V. Kneen and Aug. Pigeon, two Maisonneuve (Montreal) retail grocers, were in Toronto last week. Mr. Kneen gave evidence in connection with the Kellogg case. Mr. Kneen is very much interested in the grocerteria idea and called on some retailers who have this method in use. Mr. Pigeon is a service grocer.

OTTAWA FOOD SHOW

The Ottawa Pure Food Show will be held in conjunction with the Ottawa Fair as usual this year, from September 10 to September 20. The Food Show is operated by the Ottawa Retail Grocers' Association.

A. S. Moreland and T. W. Collins, retail grocers, of Ottawa, were in Toronto last week in connection with the Food Show, as well as being witnesses in the Kellogg case.

CANADIAN DISTRIBUTORS OF ARROWMINTS

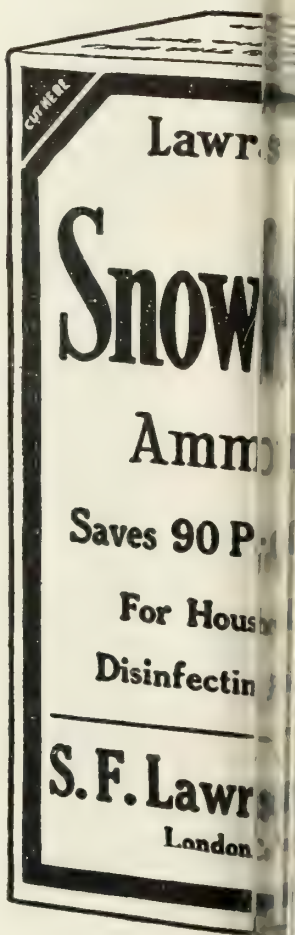
In the advertisement of the Aromint Manufacturing Co., Limited, on the back cover of CANADIAN GROCER last week, the name and address of the Canadian distributors were inadvertently omitted. The Canadian distributors are Oliver-Lee Limited, Toronto.

Snowflake st

Snowflake is made from highest grade tested materials automatically and uniformly mixed.

To insure uniformity of mixture we recently installed a specially designed machine,—the only one of its kind in Canada,— at a cost of $7,000.

This machine is to be used exclusively for turning out Snowflake Ammonia, and will have a capacity of 25 tons daily.



Now is the time
Chec
Order thr
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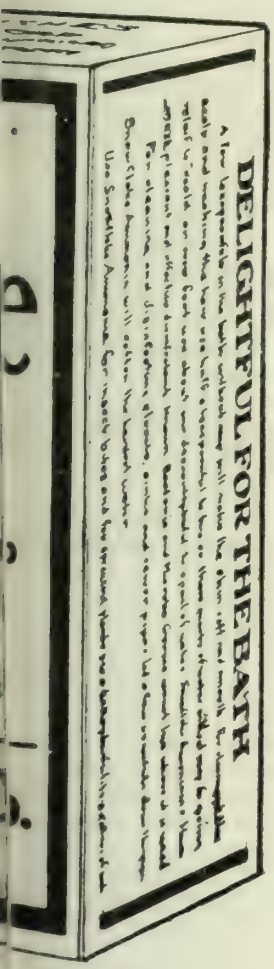
S. F. Lawrason &

Ammonia



Boost Snowflake.

Sell it by the case. Three dozen packages makes convenient quantity for the average household to buy.

A good seller with a good profit.

Advertised from coast to coast.

les in "Snowflake"
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wholesaler.
HT PREPAID

——London, Canada

NEWS FROM WESTERN CANADA

Plans All Complete For Sask. Convention

Saskatchewan R. M. A. Meets in Moose Jaw, Sask., Next Week—Sectional Meetings this Year

Arrangements are complete for the annual convention of the Retail Merchants' Association, which is to be held in the First Baptist Church, Moose Jaw, Sask., on June 8, 9 and 10. As announced previously in CANADIAN GROCER, a new departure is being inaugurated at the convention this year. Instead of having general discussions at which the whole of the merchants were present, as in former years, sectional meetings will be held, dealing with each particular branch of the retail trade, and with this idea in mind, the first afternoon of the convention and the morning of the second day will be taken up with a sectional meetings of implement men, grocers, boot and shoe dealers, druggists, jewellers, automobile dealers, clothiers, music dealers, hardware, furniture, etc., each section of which will deal with matters of the most importance to their particular section.

A general meeting will be held on the evening of the opening day, when it is expected that Dr. J. G. Robertson, of the Department of Trade and Commerce, Ottawa, will give an address on business conditions, and the markets of the world.

WESTERN

The tenders for supplying the Weyburn, Sask., Municipal Hospital with groceries for the year 1920, was awarded to McKinnons, Ltd.

H. B. Urquhart, grocery manager and buyer of F. W. Smith, Weyburn, Sask., has just returned from a six weeks' vacation to St. John and other Eastern points.

All Weyburn, Sask., stores are closing on Thursday at 12.30 during the summer, except the hardwares and one bake shop, which does not even close on Dominion holidays.

MANUFACTURERS ELECT

D. J. Dyson is Again President of Prairie Branch

D. J. Dyson was re-elected chairman of the Prairie Provinces branch of the Canadian Manufacturers' Association at the recent annual meeting. L. R. Barrett was elected vice-chairman. The other officers elected were: Executive committee, W. G. Fraser, T. R. Deacon, J. O. Thorn, E. Parnell, W. J. Fulton, W. R. Ingram, F. W. Drewry, W. J. Bulman.

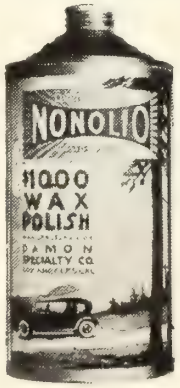
CO-OPERATING WITH WESTERN MERCHANTS, WHO ARE TAKING STOCK IN THE CONCERN

The reorganization of the Young-Thomas soap factory in Regina is announced with a number of Western merchants taking stock in the concern. J. M. Young is the president and his present plan of reorganization is to co-operate with the storekeepers in the elimination of the jobber or middleman.

The new company is capitalized for $200,000 and the provisional directors have been appointed as follows: President, J. M. Young; vice-president, Frank Boie, president Regina Trading Co.; sec.-treas., J. K. R. Williams, general manager R. H. Williams & Co.

New Goods

The Damon Specialty Company are putting on the Canadian market a new line of wax polish for automobiles, pianos, furniture, silver, etc. This is called "Nonolio." This polish has been manufactured in the United States for some time at Los Angeles, Cal. The manufacturers state that "Nonolio" contains no oil, and is made without acid



or alkali. It is put up in cans with screw tops, as shown by the accompanying illustration. The manufacturers also state that it cleans, polishes and waxes in one operation, that dust will not stick to it nor will rain dim the polish. The Canadian factory is located at 42 Duke Street, Toronto, Ont. Chadwick and Company, manufacturers' agents, Toronto, have been appointed the Ontario agents.

May Import Russian Sugar in U.S.A.

New York.—Russian and Roumanian sugar may be imported, in an attempt to break the sugar shortage in this country. It is learned that a local firm has ordered Caldwell & Company, foreign freight contractors, 50 Broad street, to arrange transportation to New York for 40,000 tons of refined sugar from Odessa and Galatz. Arrangements are now being made to engage ships to transport the cargoes from Black Sea ports. A first delivery of 10,000 tons is expected in July.

The sugar is beet product, raised in southern Russia and Roumania, already refined, and awaiting shipment. The large amount of sugar on hand in Russia indicates that industry there is not completely demoralized, it is pointed out.

Shipments from Galatz, Roumania, will be in comparatively small quantities, as only moderate-sized vessels can sail from the Black Sea to the river on which the town is located.

If a reasonable freight rate can be arranged, the Russian and Roumanian sugar may be sold in New York at a price low enough to aid in breaking prices.

Catalogues and Booklets

The Famous Manufacturing Co., East Chicago, Indiana, manufacturers of baling presses for all purposes, has recently issued an attractive catalogue, fully descriptive of these balers, and containing much valuable information in regard to the same. These baling presses are in use in almost every line of business, in which the baling of scrap of one kind and another, waste paper, rags, shavings and sawdust, leather findings, sheet metal, wire, etc., are found. They are manufactured, the catalogue points out, under basic patents which protect its features of simplicity and serviceability.

A BILLION DOLLARS A YEAR IN CANDY

New York.—The American people are eating candy at the rate of a billion dollars a year, yet they complain of a sugar shortage, Secretary of the Treasury Houston declared in an address recently before the Bond Club of New York. He said the volume of the national confectionery feast was estimated on the basis of tax receipts for this year.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

ALL general grocery markets have an upward trend and the wave of price slashing that has apparently struck other lines cannot possibly touch foodstuffs. The wheat market, which is the barometer of the foodstuffs market, is very strong with every indication that higher prices will be reached. Oats have also reached the highest price on record. Sugar was never known to be selling at such high figures as at the present. Taking as an indicator the situation of these three articles, which rule the price of hundreds of other lines of commodities, there is no chance whatever of prices slumping, this year at any rate.

MONTREAL—The summer weather has already shown its effect on the market here. Butter is easier this week and although there is no change in the price of eggs there is a very good supply offered on the market. Cheese is a little higher for the older makes but new cheese is a little easier. Meats are higher this week and bacon is also dearer. The fish supply is not up to the mark and the prices are a little higher than usual at this season. The supply of vegetables is such that the prices are considerably lower this week. The fruit market is also in better supply. Sugar is very strong and higher prices are looked for. In consequence of the high price on raw sugar molasses is very strong. The reports of the new crop of Japan tea, which is expected on the market at the latter part of this month, are not any more promising. The prices will likely be high. Coffee, cocoa and spices continue strong. Some package cereals are higher, as is also evaporated milk.

TORONTO—Supplies of granulated sugar in wholesalers' warehouses are practically cleared up. Refiners have nothing definite to say as to when stocks will be coming forward. The market for molasses is strong with indications towards higher prices. One brand of molasses in cans has advanced. The cereal market is steady under the recent advances on corn and wheat products. The volume of business being transacted is small; both wholesalers and retailers are apparently clearing up surplus stocks. The primary spice market generally has developed a slightly easier tone. Nutmegs and ginger are scarce and quotations steady. The coffee market is firm with a shortage noted on old crop Santos. There is no change in the tea situation. The market is firm; fine teas are difficult to obtain, while the market is apparently flooded with the low-grade cheaper variety. There is a steady tone to the dried fruit market. Prunes are slightly easier. The nut market continues unsettled. Bordeaux shelled walnuts are being quoted at a lower figure than almonds, something that has not occurred for some years. Shipments of rice have somewhat improved; quotations, however, are high and there is no indication that lower prices will prevail for the year. Southern vegetables are arriving freely and prices are lower. Potatoes are becoming scarcer. The Cuban pineapple season is now at its height. Navel oranges are quoted very cheap this week. Advances have been registered on canned haddie, macaroni, health salts, chocolate, salad dressing, evaporated milk, Old Dutch Cleanser and Postum cereal.

Fresh meats are firm with slight advances on some pork and beef cuts. Cooked meats are also higher. Cheese is firm. Shortening, lard and margarine are steady. Butter is weak and quotations lower. Eggs have firmed. Poultry prices are maintained.

WINNIPEG—The Western market has been quiet this week, due to the outcome of the budget being put through the House at Ottawa.

Sugar supplies are scarce, and the raw market in New York took a decided drop, but prices of raw material is still much higher than refined is being offered to the trade. Corn syrup remains firm, with indications of further advances. Rolled oats advanced this week.

Pure and compound jams are selling very freely: retailers are taking advantage of their opportunities to buy these goods at much lower prices, than they can possibly buy later on. The coffee market is strengthening, and reports from the primary market show an advance. The tea market is in a very unsettled condition. The primary market for tapioca or sago has declined slightly. Supplies of fresh fruits and vegetables are arriving very slowly and are being quickly snapped up.

QUEBEC MARKETS

MONTREAL, June 4.—The striking feature of the market this week is the lower prices on vegetables. There is a better supply at hand of home-grown vegetables and even potatoes are due for lower prices. Fruits too are coming better and there is a slight break in the price of oranges. Figs and walnuts are slightly lower in price. The sugar market is very strong this week and higher prices in the near future would not be surprising. As a result of the high price of raw sugar molasses too is very strong. There is a very slight adjustment in the price of flour this week. Corn flour in particular is very strong and higher prices may be looked for. Some cereals are dearer such as bran, package rolled wheat, and Scotch pearl barley. Macaroni and spaghetti are dearer as a result of the high price of flour. Tea is unchanged and the reports are unpromising. Spices, coffee, cocoa and rice remain very strong but unchanged.

Sugar Likely to be Higher

Montreal.

SUGAR.—The situation here is critical. The refineries have been closed for some time, at first on account of the shortage of raw sugar, but to-day labor troubles are hindering operation. The St. Lawrence Sugar Refineries expect to start again early next week, but the hope of it affecting the supply is a poor one. The price of raw sugar is to-day so high that in all probability the price of sugar will be still higher.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated..	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu..	18 50
St. Lawrence Sugar Refineries	19 90
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes....	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	.....
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 50
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

Molasses Market Strong

Montreal.

MOLASSES.—The molasses market is very strong as it runs hand in hand with the sugar market. The price of raw sugar continues very high and as a result molasses commands a very high price. There is no change this week in the price of corn syrup.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09½
Half barrels	....	0 09¾
Kegs	....	0 10¼
2-lb. tins, 2 doz. in case, case	....	6 70
5-lb. tins, 1 doz. in case, case	....	7 75
10-lb. tins, ½ doz. in case, case	....	7 25
2-gal. 25-lb. pails, each	....	3 00
3-gal. 35-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Some Package Cereals Up

Montreal.

PACKAGE GOODS.—There have been a few changes in the price of package goods this week. Package rolled wheat has increased in price from $2.85 to $3.50. Macaroni and spaghetti are sixty cents a case dearer, being quoted at $3.35. Health bran is dearer as is also Scotch pearl barley.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case..	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case....	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 15
Do. (6-lb. pack.), doz.	....	6 20
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case..	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

Corn Meal Will Be Higher

Montreal.

CEREALS.—There has been no change in the price of cereals this week. The prices quoted are very strong and especially corn meal, which is on the point of higher prices. It is recorded in the market here that corn is almost unobtainable in the United States. As a result higher prices on corn meal may be looked for in the very near future. CANADIAN GROCER is informed that only corn meal, rolled oats, and oat products for breakfast foods are exempt from the 1% sale tax. All other prepared cereals come under the tax.

CEREALS—		
Cornmeal, golden granulated..	....	5 60
Barley, pearl (bag of 98 lbs.).	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 60	6 00

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—There is no change in the coffee market this week, although it is very strong. Cocoa is unchanged but some imported lines as Fry's breakfast cocoa has increased 4 cents a lb. in the sale price. There is no change in the price of domestic cocoa.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Tea Reports Unfavorable

Montreal.

TEA.—The price on all teas is very strong this week. The report continues to be quite unfavorable to the new crop of Japan tea, which is expected to be on the market the latter part of this month. The prices will likely be high.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 72
Early picking	....	0 77
Finest grades	....	0 82
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Interior grades of broken teas may be had from jobbers on request at favorable prices.

Spices Continue Strong

Montreal.

SPICES.—No change is recorded in the price of spices this week. The market is very strong with a very good demand. There is some controversy about the Government tax on spices. At the present time spices are sold subject to the taxes imposed, but CANADIAN

a change, as the matter is being taken up at Ottawa at the present time.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	...	0 30
Cinnamon		
Rolls	...	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	...	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 40
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Rice Quiet and Scarce

Montreal.

RICE.—The rice market continues as it has been very short in supply. There is no change in the price at the present time although quotations are very strong.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal

Turkish Figs Cheaper

Montreal.

DRIED FRUIT.—Dried fruits remain firm and unchanged this week, except that there is a very good supply of Turkish figs on the market and the prices are easier. They are offered as low as $2.75 for ten pound boxes. Cooking figs are also a little lower. The rest of the market remains as quoted last week with a very good demand. Candied peel is very scarce as a result of the sugar shortage and higher prices are to be expected together with the additional tax.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	....	0 22
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 40
Orange	....	0 40
Citron	....	0 65
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 28
Apricots, fancy	....	0 38
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2½s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 41
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	4 75
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)		
20-30s	...	0 30
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s (25-lb. box)	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Walnuts Are Little Lower

Montreal.

NUTS.—The market remains firm on nuts except for walnuts which are a little easier. There is a good supply of Naples walnuts on the market and the new price quoted is a little lower than has been asked before. The demand on the market is very good, especially on peanuts.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	....	0 24
Do., "G"	....	0 21
Do., Coons	....	0 16
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 43
Fancy splits, per lb.	....	0 38
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 60
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Canned Goods Unchanged

Montreal.

CANNED GOODS.—There is no change in the price of canned goods this week. The market is very firm as listed below and some lines are almost out of stock. Canned peas in particular are very scarce.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden wax	2 00	2 00
Beans, Refugee	..	2 00
Corn (2s)	1 70	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on sob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 90
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 60
Do., 2½s	1 80	1 95
Do., 3s	1 90	2 10
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	....	16 00
Cherries, red, pitted, heavy syrup, No. 2½	4 80	5 15
No. 2	....	20 00
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	....	9 50
Do., gallon, table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Evaporated Milk Higher

Montreal.

MISCELLANEOUS.—There has been a number of changes in price on various side lines. Evaporated milk is increased this week, varying from 25 cents a case to 15 cents a case on the small size. Wool alcohol has increased in price for commercial purposes only by $1.85 per gallon. This increase is entirely due to the new tax. Postum Cereal has advanced 25 and 30 cents per case. Instant Postum has also increased 45 and 50 cents per case. Khovah Health Salt has had another increase of 45 cents per case, now being quoted at $2.25 per dozen. Shoe dressing of the imported lines has increased in price also, varying from 35 to 50 cents a case. Stove polish has also advanced 5 cents per dozen. Metal polish is 75 cents per dozen higher for the large size and 20 cents per dozen on the small size. Sweeping compounds have also increased 50 cents per case for the 5 lb. tins. On account of the better market on camphor the price of prepared camphor for drug preparations has decreased 50 cents and is now quoted at $5.25 per lb. Macaroni has increased in price from $2.75 per case to $3.35 per case. This applied to only certain brands of macaroni and spaghetti.

Fruit is in Good Supply

Montreal.

FRUIT.—There is only a slight change in the fruit market this week. The supply is very good and the prices tend to be easier. Oranges are in a very good supply and the price on Californian is a little easier. Cocoanuts are easier sold now at $9.75 per bag.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	6 00
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 00
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50

Lower Prices on Vegetables

Montreal.

VEGETABLES.—The supply of vegtables is steadily improving and the prices are correspondingly easier. Even potatoes are due for a drop as the new supply is almost at hand. In the outlying districts of Montreal potatoes have been sold as low as three and four dollars per bag, but these were exceptions. The price has this week in some parts declined to six dollars a bag. Cucumbers are offered very much cheaper at $3.75 a hamper. Texas onions are cheaper at $3.50 a crate. Cabbage is a dollar and a half cheaper at $4.50 a crate.

Beans, new string (imported) hamper	....	5 00
Cucumbers, hamper	....	3 75
Chicory, doz.	....	0 50
Cabbage, crate	....	4 50
Carrots, bag	....	2 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Boston), head, crate	....	5 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	12 00
Do., Texas, crate	....	3 50
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	6 50
Do., New Brunswick	....	6 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 75
Spinach, barrel	....	6 00
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	3 00
Tomatoes (Florida), crate	....	12 00
New Carrots, hamper	....	4 50
Shallots, doz.	....	4 00
Wash. Celery	....	2 50

Slight Change in Flour

Montreal.

FLOUR.—There is a slight advance in the price of flour that came into force the latter part of May. The change is only a slight one and varies with different milling companies. White corn flour is very scarce and the quotation given to-day is very strong with every sign of higher prices.

Spring Wheat Flour	14 85
Winter Wheat Flour	14 00
Blended Flour	14 20
Graham Flour	14 85
Whole Wheat Flour	14 85
Corn Meal Flour	12 20

No Change in Hay

Montreal.

HAY.—The hay market remains unchanged. The prices asked last week are firm and fairly well supplied. In some parts of the province the reports for this year's crop of hay are very poor as there has been very little rain with the continuing hot weather. The grain market is strong at the prices prevailini, there being no change at the present time.

Hay—		
Good, No. 1, per 2,000 lb. ton	....	33 00
Do., No. 2	....	30 00
Do., No. 3	....	28 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 29½
No. 3 C.W.	....	1 24
Extra feed	....	1 24
No. 1 feed	....	1 23
No. 2 feed	....	1 21
Tough 3 C.W.	....	1 22
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C.W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

ONTARIO MARKETS

TORONTO, June 4.—Supplies of granulated sugar are practically cleared up. The market for molasses is strong with advances regulated on one brand. The cereal market is steady. The primary spice market generally has developed a slightly easier tone. Nutmegs and ginger are scarce. The coffee market is firm with a shortage noted on old crop Santos. The tea market is firm. Prunes are slightly easier. The nut market is unsettled. Vegetables and fruits are cheaper.

Sugar Shows No Improvement

Toronto

SUGAR.—Supplies of refined sugar in wholesaler's hands are cleared up with the exception of small quantities of yellow, powdered and loaf. Refiners have nothing definite to say as to when supplies will again be rolling this way. They do state, however, that higher prices are assured. Two weeks ago raw sugar reached the high figure of 22½ cents at the port of New York, but last week the market sagged and quotations were around 19½ cents. As CANADIAN GROCER goes to press the raw sugar market continues easy.

St. Lawrence, extra granulated, cwt.	19	21
Atlantic, extra granulated	19	21
Acadia Sugar Refinery, extra granulated	19	21
Dom. Sugar Refinery, extra granulated	18	71
Canada Sugar Refinery, granulated	18	71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Molasses is Higher

Toronto.

SYRUPS.—Corn syrups are ruling firm under a heavy demand.

MOLASSES.—The market for molasses is very strong with a tendency toward higher prices. Brer Rabbit brand has advanced. Quotations are as follows: Gold label 36, No. 1½ cans, $8.00 per case. Green label, 36, No. 1½ cans, $5.75 per case. Green label, 24, No. 2½ cans, $6.60 per case. Aunt Dinah, 36, No. 1½ cans, $4.45 per case. Aunt Dinah 24, No. 2½ cans, $5.15 per case.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins. No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Package Goods Unchanged

Toronto.

PACKAGE GOODS.—There is no change in package cereals or starches this week with the exception of Post Toasties; these are reduced to $4.10 per case. There is a good demand for ready prepared cereals but business on other varieties is reported quiet.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs		0 16
Fine oatmeal, 20s		6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	3 90	4 00
Buckwheat flour, 24s	3 90	4 00
Two-minute Oat Food, 24s	....	3 75
Puffed wheat, case	....	4 60

Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Cereals Are Steady

Toronto.

CEREALS.—The cereal market is steady under the recent advances on corn and wheat products. The volume of business being transacted is small. Both wholesalers and retailers are apparently cleaning up surplus stocks.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	...	...
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65

Spice Market Unsettled

Toronto.

SPICES.—The primary spice market generally has developed a slightly easier tone with a tendency toward an unsettled condition. Nutmegs are scarce and quotations steady. Ginger is also scarce and high in price.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	5 75

Old Crop Santos Scarce

Toronto.

COFFEE.—The coffee market is firm with a shortage noted on old crop Santos. The demand for coffee is somewhat fallen off, due to the season of the year.

Java, Private Estate	0 51	0 53
Java, Old Government, lb	...	...
Rogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Fine Teas Continue Scarce

Toronto.

Teas.—There is no change in the tea situation. The market is firm. Fine teas are difficult to obtain, while the market is apparently flooded with the low grade cheaper variety..

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods in Active Demand

Toronto.

CANNED GOODS.—There is no change in the market for canned fruits and vegetables and quotations are unchanged. The No. 10 tins of blueberries are quoted at $12.00 per dozen. Wagstaff's bramble jelly in 15-ounce jars is quoted at $5.00 and Wagstaff's pineapple marmalade is quoted at $4.60 per dozen for the 15 ounce jars.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½ lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, dozen	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 35
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz	3 00	4 2
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H.S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 25	1 30
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Prunes Are Easier

Toronto.

DRIED FRUITS.—There is a steady tone in the market for dried fruit. Prunes are a shade easier, 60 70 are quoted at 20 cents per pound and 50 60 are selling at 22½ cents. Raisins are holding firm.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	$ 17
Layer, lb.	0 35	0 40
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	0 16	0 18
Cal., 6 oz., 50s, case	....	4 50
Cal., 8 oz., 20s, case	....	2 50
Cal., 10 oz., 12s, case	....	2 00
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	0 24	0 25½
Seedless, Thompson's, bulk	0 25	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	0 25½	0 28½

Macaroni Advances

Toronto.

MACARONI.—L'Etoile macaroni in bulk has advanced to $3.05 for the 20 pound box. Cases containing 30 16-ounce packages now quoted at $5.00. Cases containing 30 8-ounce packages $3.20.

Many Lines Advance

Toronto.

MISCELLANEOUS. — Lily brand chicken haddie has advanced to $10.75 per case. Kkovah health salts are up to $2.25 per dozen. Durkee salad dressing, large bottles, now quoted at $10.00 per dozen, medium, at $5.25, picnic at $2.35 per dozen. Canuck cleanser in 50 lb. boxes is up to 7½ cents per pound, and in barrels at 6½ cents per pound. Old Dutch Cleanser is up to $4.75 per case. Baker's and Cowan's chocolate is up ten per cent.

Evaporated Milk Higher Up

Toronto.

EVAPORATED MILK.—St. Charles evaporated milk has advanced. Quotations are as follows:—Family size $6.50 per case, hotel $7.40 per case, tall at $7.50 per case and baby at $3.45 per case.

Postum cereal has advanced. Large size now quoted at $2.50 per dozen and small at $1.50. Instant Postum also higher, now quoted at 4 ounce size $2.95 per dozen, 8 ounce at $5.00 per dozen.

Shelled Walnuts Are Easy

NUTS.—The nut market continues unsettled. Bordeaux shelled walnuts are quoted as low as 60 cents per pound. Three crown shelled almonds are quoted at 63 cents per pound. Four crown shelled almonds at 65 cents per pound. Cocoanuts in sacks, containing 100, are quoted at $10.00.

Almonds, Tarragonas, lb.	0 31	0 32
Butternuts, Canadian, lb.	...	0 00
Walnuts, Cal., bags, 100 lbs.	0 40	0 43

Walnuts, Bordeaux, lb.	**0 28**	**0 30**
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	**0 30**
Filberts, lb.	....	0 2[illegible]
Pecans, lb.	**0 30**	**0 32**
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	**0 38**	**0 40**
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	**0 26½**
Brazil nuts, large, lb.	**0 32**	**0 33**
Mixed Nuts, bags 50 lbs.	....	**0 32**
Shelled—		
Almonds, lb.	0 63	0 70
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	....	0 6[illegible]
Peanuts, Spanish, lb.	....	**0 25**
Do. Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Rice Stocks Have Improved

Toronto.

RICE.—Shipments of rice have somewhat improved. Quotations however, remain high and there is no indication that lower prices will prevail for this year. Broken Siam rice is quoted at 11½ cents per pound. A better grad but not by any means fancy, is quoted at 15 cents. Sago is quoted at 12 cents per pound.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	**0 20**	**0 20½**
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	**17 00**
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	**0 12**	**0 12½**
White Sago	0 12	0 12½
Do., Pakling	....	**14 00**

Vegetables Are Cheaper

Toronto.

VEGETABLES.—Southern vegetables are now arriving freely and quotations on most lines are lower. Texas onions are quoted at $3.25 per crate. New Florida potatoes are put up in boxes containing ½ barrel and quoted at $9.50 for No. 1. Turnips are about the only Canadian vegetable to be seen. Potatoes are scarce and quoted at $7.75 per bag.

Potatoes		
Ont., 90-lb. bags	....	7 75
Turnips, bag	....	1 75
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	....	5 50
Do., leaf, doz.	0 40	0 50
Cabbage, large crate	....	5 25
Green Onions, doz. bunches	0 20	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	11 00	12 00
Cal. Tomatoes, in lugs, 18-20 lbs.	....	6 00
Cucumbers, Florida, hampers	....	5 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers	3 50	3 75
Asparagus, per basket	....	2 00
New Beets, hampers	3 25	3 50
Wax Beans, hampers	....	4 50
Spinach, bush. box	....	1 25
Radish, doz. bunches	....	0 30
Onions, Texas, crates	....	3 25
Do., Egyptian, sacks about 112 lbs.	....	9 50
Hothouse Tomatoes, lb.	....	0 60
New Potatoes, in half-barrel boxes—		
No. 1	....	9 50
No. 2	....	8 50
No. 3	....	6 50

Navel Oranges Lower

Toronto.

FRUIT.—The Cuban pineapple season is now at its height and importers are of the opinion that prices will not be lower. Navel oranges are cheaper but this line is about over. Valencia oranges arriving freely. Strawberries are also much in evidence and quoted at 48 cents per quart box. The first car of Verdillis lemons have arrived and quoted at $6.00 for single boxes and $5.50 in 10 box lots.

Cal. Navel Oranges—		
126s, per case	....	6 00
150s, per case	....	....
176s, 200s, 216s, 250s, per case	....	7 00
Oranges, Valencias—		
80s, 96s	....	6 00
126s	....	7 25
150s	....	7 50
176s, 200s, 216s, 250s	....	8 00
Bananas, Port Limons	....	0 09½
Lemons, Cal., 300s, 360s	....	6 00
Do., Messinas, 300s	....	5 00
Grapefruit, Florida—		
64s, 70s, 80s, 96s, 126s	....	9 00
Grapefruit, California Seedless—		
48s	....	4 75
64s, 80s, 96s	....	6 00
Apples, Nova Scotia—		
Baldwins	....	....
Starks	....	....
Fallawatus	....	....
Russetts	....	....
Apples, Ontario—		
Spys, No. 1, bbl.	....	....
Do., Nos. 2 and 3	....	....
Baldwins	....	....
Box, all sizes, per box	....	5 00
Strawberries, qts.	....	0 48
Do., qts.	....	0 45
Pineapples, Cuban—		
18s, 24s, per crate	....	6 75
36s, per crate	....	6 75

Flour Market Strong

Toronto.

FLOUR.—. The flour market is strong and there is every indication that prices will reach higher levels. In the meantime the mills are only grinding spasmodically, as there still remain large stocks of flour on hand.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

WINNIPEG MARKETS

WINNIPEG, June 4.—Sugar supplies are scarce. Corn syrups are strong and an early advance is expected. Package cereals are firm with a tendency toward higher prices. Rolled oats have advanced 20 cents per sack. Barley is scarce. The coffee market has strengthened. The tea market is in an unsettled condition. Peanuts are firm. Stocks of raisins are cleaned up. The bean market is strong with indications for higher prices. Fruit and vegetables are in scant supply.

Sugar Supplies Scarce

Winnipeg.

SUGAR.—The New York raw sugar market declined $4.50 from the highest point, but of course Canadian refined prices are still far below the present basis of raw material. No supplies of sugar are coming forward to Winnipeg market, owing to the strike now on in the Eastern refineries.

Redpath granulated	19 55
St. Lawrence granulated	20 05
Lantic	20 05
Acadia	20 20
Yellow sugar	19 55

Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.
Loaf sugar, $1.15 less on same basis.

Corn Syrups Still Strong

Winnipeg.

SYRUPS.—Corn syrups continue strong. An advance is looked forward to in the very near future. Factories which supply large quantities for the Western trade have not as yet resumed operations, but hope to be able to do so within a very short time.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 10
Cases, 5 lb. tins, white, 1 doz. in case	....	8 10
Cases, 10 lb. tins, white, ½ doz. in case	....	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 1 doz. in case	....	5 10
2s, 1 doz. in case	....	4 70
2½s, 1 doz. in case	....	4 50
5s, 1 doz. in case	....	4 45
10s, 1 doz. in case	....	4 40

Package Goods Firm

Winnipeg.

PACKAGE GOODS.—Package goods remain firm, and all indications point to an increase in prices in the near future.

Rolled oats, 20s, round cartons	6 00	6 50
Do., 36s, case		4 85
" 18s, case		2 42½
Corn Flakes, 36s, case	3 60	4.00
Cooker Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornstarch, No. 1 lb. pkts., per lb.	....	11½
Laundry starch, in 6 lb. kegs	....	13¼
Do., in 6 lb. wood boxes	....	15¼
Gloss starch, 1 lb. pkts., 40 in case, per lb.	....	13¾
Celluloid cold starch, 1s, 45 in case, per case	....	5 35
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case	.	4 60

Rolled Oats Advance

Winnipeg.

CEREALS.—Rolled oats advanced 20c. per sack this week. Barley is very scarce.

Cornmeal, golden, 49-lb sacks, per sack	....	2 60
Do., 10-lb. bags, 10 in bale, per bale	....	6 15
Barley, pearl, 98-lb. sack, per sack	....	8.40
Do., pot, 98-lb. sack, per sack	....	6 40
Buckwheat, Gritz, 100-lb. sacks	9 90	11.00
Rolled Oats, 80-lb. sacks	....	5 10
Linseed meal, 100-lb. sacks, per lb.	....	0 19
Split Peas, 98-lb. sack, per sack.	....	8.50
Do., green, per bushel	....	5.50

Coffee Has Strengthened

Winnipeg.

COFFEE.—The coffee market is showing strength, due to the report that the crop has been partly frost touched. Reports from the market state that Santos advanced 1-3c. per lb. The crop is very late, and it is not likely to be harvested before September, which

means they will not reach this market much before December.

COFFEES—		
Santos, per lb.	0 37	0 38
Bourbon, per lb.	0 38	0 39
Jamaica, per lb.	0 42	0 45
Mexican, per lb.	0 42	0 45
Maracaibo, per lb.	0 40	0 42

Tea Market Unsettled

Winnipeg.

TEA.—The tea market is in a very unsettled condition and buyers appear to be very optimistic in regard to buying future deliveries. Prices on spot stocks are unchanged.

INDIAN AND CEYLON		
Pekoe Souchongs	0 50	0 52
Pekoes	0 50	0 54
Broken Pekoe	0 52	0 60
Broken Orange Pekoe	0 58	0 68
Japans, bulk tea	0 50	0 57
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Jams Selling Freely

Winnipeg.

CANNED GOODS.—Stocks of canned goods, fruit and vegetables are being rapidly bought up. Many lines are completely off the market. Present indications point to much higher prices on all lines, especially canned tomatoes.

Jams, pure and compound, are selling very freely, as the retailers realize that it is to their advantage to buy now, while they can take the opportunity of getting these goods at lower prices than they will later on.

CANNED FRUITS		
Apples, 6 tins in case, per case		3 60
Apricots, 1s, 4 doz. case, per doz.		3 25
Blueberries, 2s, 2 doz. case, case		5 10
Cherries, 1s, 4 doz. case, per doz.		4 00
Gooseberries, 2s, 2 doz. case, case		6 25
Lawtonberries, 2s, 2 doz. case, case		9 00
Peaches, 2s, 2 doz. case, per case		7 40
Do., 2½s, 2 doz. in case, case		10 70
Do., sliced, 1s, 4 doz. case, doz.		3 50
Do., halved, 1s, 4 doz. case, doz.		3 50
Pears, 1s, 4 doz. case, per doz.		4 00
Do., 2s, 2 doz. case, per case	6 50	8 30
Pineapple, 2s, 2 doz. case, per case	9 25	9 50
Plums, green gage, 2s, 2 doz. case, per case		6 15
Do., Lombard, 2s, 2 doz. case, per case		6 15
Raspberries, 2s, 2 doz. case, case	9 50	9 60
Strawberries, 2s, 2 doz. case, case		10 50
CANNED VEGETABLES		
Asparagus tips		2 75
Beans, Golden Wax		4 35
Beans, Refugee	4 15	4 30
Corn, 2s	3 90	4 10
Hominy, 2½s		4 50
Peas, standard, 2s		4 25
Do., Early June, 2s		4 25
Sweet Potatoes, 2½s		3 20
Pumpkin, 2½s		2 85
Sauer kraut, 2s		4 50
Spaghetti, 1s		1 39
Spinach, 2s		2 25
Tomatoes, 2½s	4 20	4 50
Do., 2s		1 90
CANNED FISH		
Shrimps, 1s, 4 doz. case, per doz.	2 70	2 75
Finnan Haddie, 1-lb., 4 doz. case	8 80	9 75
Do., ½-lb., 8 doz. case		10 50
Herrings (Can.), 1s, 4 doz. case, per case	7 25	8 00
Do. (imported), ½s, 100 to case, per case	30 00	32 50
Lobsters, ¼s, 8 doz. case, per doz.		4 00
Do., ½s, 4 doz. case, per doz.		7 50
Mackerel (imported), 6-oz. tins, 100 to case		28 50
Oysters, 1s, 4-oz., 4 doz. case, doz.		2 10
Do., 2s, 8-oz., 2 doz. case, doz.		3 65
Pilchards, 1s, tall, 4 doz. case, cs		7 50
Do., 2s		2 80
Deep Sea Trout, ½s, flat, 8 doz. case, per case		15 75
Salmon—		
Fancy Pink, 1s, tall, 48 in case		10 50
Do., ½s, flat, 96 in case		12 25
Cohoe, red, 1s, tall, 48 in case		14 50
Cohoe, red, ½s, flat, 96 in case		16 25
Sockeye, red, 1s, tall, 48 in case		19 50
Do., ½s, flat, 96 in case		19 00
Chum, 1s, tall, 48 in case		8 50
Kippered, 1s, tall, 48 in case		12 00

Peanuts Are Active

Winnipeg.

NUTS.—The peanut market is very active just now, while the demand is at its height. Reports at hand show that the demand will stiffen the markets.

NUTS.—		
Almonds, per lb.	31	31½
" shelled	65	66
Brazil	35½	36
Filberts	29½	30½
Mixed nuts	29	
Peanuts, roasted	19	26½
Peanuts, salted	33	
Walnuts	30	30½
Walnuts, shelled	60	66

No Change in Spices

Winnipeg.

SPICES.—The spice market is very firm, no changes having taken place during the week.

SPICES—		
Allspice, in bulk, per lb.		0 14
Do., 5-lb. boxes, per lb.		0 20
Cassia, 1 oz. bundles, per doz.		0 60
Do., 5-lb. boxes, per lb.		0 36
Cloves, per lb.		0 75
Do., 1-lb. tins, per tin		0 90
Do., 5-lb. boxes, per lb.		0 85
Ginger, Jamaica, per lb.		0 38
Do., 5-lb. boxes, per lb.		0 42
Nutmeg, 5-lb. boxes, per lb.		0 42
Do., in bulk, per lb.		0 55
Do., pkts., per doz.		0 50
Pastry spice, 5-lb. tins, per lb.		0 33½
Black pepper, per lb.	0 48	0 49
White pepper, per lb.	0 55	0 55½
Cayenne pepper, per lb.		0 37½
Tumeric, per lb.		0 33

Raisins Are Cleaned Up

Winnipeg.

DRIED FRUIT.—All raisins on the market have been completely cleaned up. Currants are offered at reasonable prices.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.		0 29
Currants, 90-lb. ,per lb.		0 23
Do., 50-lb., per lb.		0 24
Do., 8 oz. pkts., 6 doz, to case, per pkt.		0 17
Dates, Hallowee, bulk, per lb.		0 23
Do., Tunis, per lb.		0 26
Figs, Spanish, per lb.		0 16½
Do., Smyrna, per lb.		0 23
Do., Black, cartons, per carton		1 16
Do., Smyrna, table quality, box of 35		4 50
Loganberries, 4 doz. in case, pkt.		0 45
Peaches, Standard, per lb.	0 29	0 30
Do., choice, per lb.	0 29½	0 30½
Do., fancy, per lb.	0 34	0 35
Do., Cal., in cartons, per carton		1 60
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 75
Prunes—		
30s to 40s		0 29
40s to 50s		0 25½
50s to 60s	0 19	0 21½
60s to 70s	0 18	0 21
70s to 80s	0 19	0 22
80s to 90s	0 16½	0 19
90s to 100s	0 15½	0 17
In cartons, per carton		1 10
Raisins—		
Cal. pkg., seeded, 15 oz. fancy, 36 to case, per pkt.		0 25
Cal. bulk, seeded, 25-lb. boxes, per lb.		0 25½
Cal. pkge. seedless 11-oz., 36 to case, per pkge.		0 20
9-oz., 48 to case, per pkge.		0 18
Cal. bulk, seedless, 25-lb. boxes, per lb.		0 24
Cal. Bleached Sultana 25-lb. boxes, bulk (fancy), lb.		0 32
50-lb. boxes, choice, fancy, lb.		0 30

Sago and Tapioca Easy

Winnipeg.

RICE.—The tapioca and sago primary market declined a little this week. So far it has not as yet affected the Canadian market in regards to change of prices. The rice market is very firm and prices unchanged.

RICE—		
No. 1 Japan, 50-lb. sack, lb.		0 18½
No. 1 Japan, 100-lb. sack, lb.		0 18
Siam Elephant in 50-lb. bags, lb.		0 15½
Do., in 100-lb. bags, lb.		0 15¼
Ground, medium, per doz.		1 55
Do., No. 1, per doz.		2 15
Do., 100s, per lb.		0 11
Do., 50s, per lb.		0 18½
Do., 10 x 8 lb. bags, per bag		1 00
Sago, sack lots, 130 lb. 150 lb., per lb.		0 12½
Do., in less quantities		0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Bean Market Strong

Winnipeg.

BEANS.—The bean market is exceedingly strong, and stocks are being offered to buyers at higher prices than previously offered.

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.		0 13

Fresh Fruits Are Scarce

Winnipeg.

FRUITS.—The fruit market this week has been completely cleaned up. Deliveries this week have been very slow. Strawberries, which are arriving, are showing much waste, and prices remain high. Good quality pineapples are arriving freely, while California cherries are being snapped up as soon as they arrive. Bananas and oranges are steady.

FRUITS—		
Valencia oranges, 126s		7 50
150s		8 00
176s		8 50
200s, and smaller		9 00
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.		0 12
Grapefruit		
36s to 46s		7 00
54s		7 50
64s and smaller sizes		8 00
Pineapple, case		9 00
Cherries, case		6 00
Strawberries, 24 qts., case		10 00
Cocoanuts, doz.		1 75
Washington apples, Winesaps, box		5 00
Cranberries, per box		4 50
Dates, 36 pkgs. to case		7 25
Figs, per case		4 00
Do., 10-lb. boxes		3 50

Vegetables in Scant Supply

Winnipeg.

VEGETABLES.—Hot-house cucumbers have been arriving very slowly. In fact all vegetables this week have been in limited supply. Some wholesalers claim it was due to the new tax, shippers not knowing how it would affect fruits and vegetables, but since then they have found out it will have no bearing upon these lines. Supplies are expected in larger quantities this week.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	2 50	4 00
Carrots, per cwt.		5 00
New carrots, per lb.		0 07
Texas onions, per bushel		4 00
Cabbage, per lb.		0 06
Tomatoes, per lug		4 00
Fresh rhubarb, per case		4 00
Head Lettuce, per case		6 00
Do., per dozen		1 75
Leaf Lettuce, dozen		0 65
Radishes, per dozen		0 65
Green onions, per dozen		0 35
Asparagus, per case		4 50
Spinach, per case		4 00
Cucumbers, per doz.		4 50

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 4.—Rolled oats have advanced 40 cents, now quoted at $5.80 per sack. Western Canada temperance beer is up $1 per barrel of ten dozen. Keen's mustard, breakfast bacon, and boneless peamealed hams have advanced one cent per pound. Sugar prices revised by jobbers show an advance of 5 cents per pound. Instant Postum has advanced 45 cents per case. Postum Cereal advanced 25 cents per case. Post Toasties are slightly lower. Bird's custard powder is higher. Evaporated apples are easier, being quoted at 21 to 23 cents per pound. Kennewick strawberries are arriving and quoted at $9.50 per case.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	12 75	13 50
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	23 92
Cheese, No. 1, Ont., large	0 30	0 32
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 45	0 52
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	14 50	15 00
Tomatoes, 2½s, standard, case	4 50	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 21	0 23
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink, tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	18 00	19 00
Grapefruit	....	6 50
Potatoes, Alta., per ton	120 00	130 00
Lemons	....	7 00
Oranges	8 00	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 4.—All markets are very firm with increases in sight for all lines where sugar enters into the manufacture. Fresh meats have advanced 6 cents per pound and packers state that stocks are very low. Vegetables are more plentiful and holding at high prices.

Beans, small white, Japans, bus.	....	5 40
Beans, Lima, per lb.	....	0 12½
Rolled oats, brails	....	5 00
Rice, Siam, cwt.	....	14 75
Sago, lb.	....	0 11¾
Flour, bbl.	....	11 80
Tapioca, lb.	....	0 14
Sugar, granulated, Western	....	17 94
Do., Eastern	....	18 20
Cheese, No. 1, Ontario, large	....	0 30½
Butter, Creamery	....	0 62
Lard, pure, 3s, per case	....	21 60
Bacon, lb.	0 50	0 55
Eggs, new laid	....	0 49
Tomatoes, 2½s, standard case	....	4 47
Corn, 2s, standard case	....	3 96
Peas, 2s, standard case	....	4 30
Apples, gal.	....	3 25
Apples, evaporated, per lb.	....	0 26
Strawberries, 2s, Ont., case	....	9 75
Raspberries, 2s, Ont., case	....	9 75
Peaches, 2s, Ontario, case	....	7 85
Plums, 2s, case	....	5 00
Salmon, finest Sockeye, tall, case	....	18 80
Salmon, pink, tall, case	....	11 25
Peaches, Cal., 2½s	....	7 00
Potatoes, bushel	....	3 75
Onions, Australian, per lb.	....	0 11

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 4.—There are few changes in the markets this week. The markets are steady with the tendency toward firmness. The good weather that is prevailing is materially aiding business, particularly on seed orders, which has been especially heavy. Lard is slightly higher, now quoted at 29½ to 30½. Eggs are plentiful and quoted at 48 to 50 cents per dozen. Dairy butter is higher, now quoted at 58 to 60 cents per pound. Potatoes are still holding firm. Egyptian onions are quoted at 8 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 65
Rolled oats	....	13 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, Ont., twins	0 33½	0 34
Eggs, fresh, doz.	0 48	0 50
Lard, pure, lb.	0 29½	0 30½
Lard, compound	0 29	0 30
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 62	0 63
Do., dairy, per lb.	0 58	0 60
Do., tub	0 56	0 57
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring flats, cases	....	19 50
Do., Pinks	11 00	11 50
Do., Cohoes	15 00	15 50
Do., Chums	....	9 00
Evaporated Apples, per lb.	0 22½	0 23
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	....	9 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	5 00	6 00
Bananas, per lb.	0 10	0 11

NEW OUTFIT PAYS BIG DIVIDENDS

(Continued from page 31)

stored out of sight were now covered, kept clean and on display all the time. Right here I'll admit one thing: that, having got the order-and-cleanliness bug, we rode the hobby pretty constantly. It got to be known that nobody sat around much in our store. They were kept busy all the time. To each was assigned the duty of going over certain cases and drawer fronts every morning — not occasionally or "when they seemed to need it"; but every morning as a matter of routine. Thus our cases were always bright and attractive. There is no other way to do with such fixtures. To neglect the display is to lose just that proportion of its productiveness—its capacity to bring in profits.

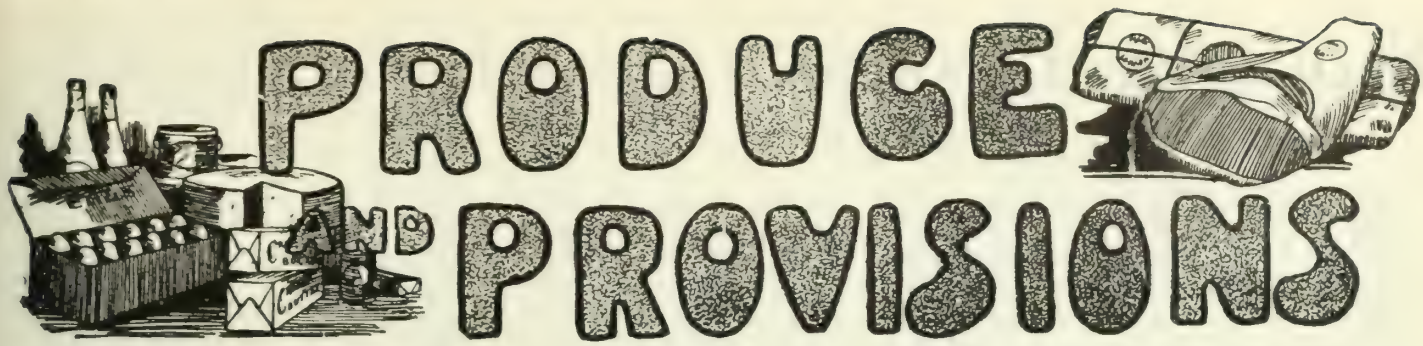
Appliances Pay Big Dividends

Money never was invested to better advantage. Every day we operated that store we felt the benefit and derived tangible dollars from those fittings. On the plainly logical theory that money is not made until a sale is completed, the sales-value of those fittings earned their keep. I think it no exaggeration to say they paid for themselves, in savings and added sales alone, every year we had them. Then see what happened:

We depreciated them ten per cent. every year. That is, we deducted 10 per cent. from the fixtures account every inventory—which is not just the same as taking off 10 per cent. of the original total each year. And inasmuch as our business always showed a satisfactory profit after all proper deductions were made, the fixtures paid their way.

Thus, in the course of fourteen years we depreciated the original $2,000 investment down to $457.16—a sum that could be realized on the outfit at almost any minute. Enhancing costs made that remainder look mighty small, too!

This is a side of dirt-eliminating work not sensed by those who think only that it is some "high-brow fad." It is the side that appeals strongly to any level-headed grocer. It is the side of the problem that you cannot afford not to consider, for its neglect brings constant, direct and important losses into your business every working day.



Pack of Cheaper Grades of Fish Will Not Be a Large One

According to Opinion of a Large Packer, Only the Strongest Financially of the Canners Can Finance a Large Pack—Banks Tightening Up on Loans.

By Staff Representative.

VANCOUVER, B. C.—(Special.)—In the opinion of one of the largest packers of canned fish here, there will not be a large pack of the cheaper grades of fish. For one thing, only the strongest financially of the canners can finance a large pack, at present costs of all materials, without the assistance of the banks; and the banks do not seem disposed to do a very high percentage of the financing for the packing of the cheaper grades of fish. Speaking about the present supplies of pinks and chums, this packer stated that the number of cases remaining in packers' hands has been greatly exaggerated.

Across the line, with the banks tightening up on loans, considerable liquidation had been forced, and at present the packers' price on chums holds quite steady at around $1.50 per dozen. Some offerings were made under pressure of the banks as low as $1.35, but at this figure, good sound chums offered a good investment, and the stronger packers bought the offerings and made a profit on the deal.

As this packer stated to CANADIAN GROCER, "there is absolutely no way of forecasting what the runs of salmon will be except a study of the cycles." "According to the way the fish have run in previous years, we cannot expect this year anything like last year's run of sockeye," he said, "but there should be a good run of pinks, providing that there were not too many pinks destroyed last year."

There have been spring salmon running, but they are a negligible quantity—not amounting to more than six per cent. of the salmon pack.

Pinks have been sold between $7 and $8 for talls and $8.75 to $9.50 for halves.

One packer stated the case like this: "If a packer can pack 50,000 cases of salmon—10,000 sockeye and forty thousand pinks—his overhead per case can be kept a nominal figure. If, however, he has to pack his sockeye and cut down on his pack of the more moderate priced fish, his overhead per case on the reduced pack is proportionately more. An increasing demand for red salmon and a disposition to slack off on the pink salmon cannot fail to thrust red salmon further into the luxury class."

The quality, flavor, wholesomeness and food value of the pink salmon has been stressed in these columns time and again, but the Canadian food purveyors should give some thought to introducing and pushing the pink fish rather than further aggravating the red fish shortage, and boosting the cost of its production.

Better Pilchard Situation

CANADIAN GROCER is informed that the mysterious pilchard, whose sudden absence from its accustomed haunts had the pilchard packers guessing earlier in the season, is again running in satisfactory quantities and the quality of the fish is excellent. The pilchard has been growing in favor in recent months in Canada, in fact, for several weeks the packers have been almost bare of stocks both in Canada and the States.

The consensus of opinion is that with all production costs high, and the fishermen clamoring for higher prices, no packer will put up more fish this year than he actually requires to meet his certain demand.

Sockeye Salmon for Export is High

Price Rumoured is $20—New Pack of Red Spring Has Been Bought Around $18.25 for Halves—New Pack Cohoes at $14.80 for Halves

By Staff Correspondent

VANCOUVER — (Special). — Your representative in securing information regarding the salmon situation, interviewed several salmon brokers at this port. The packers are familiar with the situation around their own fishing grounds, but there are as many conditions as there are districts, and as to the general effect of them all, the large brokers are in a good position to know.

In speaking of the chum salmon situation over which many local newspaper reporters have periodically sounded the alarm, one of the largest salmon brokers on the coast stated: "Something that seems to have been overlooked when the reports of unsold chum salmon have been made, apart from the exaggeration as to the number of cases, is the fact that fully half of the chum salmon remaining in the hands of Canadian canners is packed in half pound flat tins, and for this reason has never, nor never can be a factor in domestic trade. It is suitable only for the export market where this size is in demand. The present market on chums, talls, fair average quality, for export is $5.25 unlabelled."

The Various Export Prices

Some sockeye has been sold and the price rumored is $20. The new pack of red spring has been bought around $18.25 for halves and the new pack cohoe at $14.80 for halves and $12.50 for talls.

SOCKEYE SALMON TREATY SIGNED

Washington.—A treaty between Canada and the United States covering the "sockeye" salmon fisheries was signed to-day by Secretary Colby for the United States, Ambassador Geddes for Great Britain and Sir Douglas Hazen for Canada.

The treaty provides for the protection, preservation and propagation of the "sockeye" specie of salmon, and for the fisheries in waters contiguous to Canada and the United States, and in the Fraser River system.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 3.—There has been an advance in the price of fresh meats this week and as a result a change has come in the price of cooked meats, sausage, bacon, and lards. No change has come in the price of barrelled meats. The market on hams are stronger with an increased demand. The price of fish is stronger and in some lines there has been a move upward in price. Cheese is stronger in some styles but the new cheese is being sold ½c lower at 30 cents. There has been another drop in the price of butter, it being sold now at 55 and 56 cents. The supply is very good. The price of eggs remains unchanged although the supply is improving.

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—There is no change in the price of barrelled meats. Quotations are as follows:

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Higher Prices on Fresh Meats

Montreal.

FRESH MEATS.—Although there is no change in the price paid for live hogs this week, there has been an increase in the price generally for dressed meats, both beef and pork. Dressed hogs are selling at 30½ cents and beef varies from 23 cents to 34 cents for the hind quarter. As a result there are higher prices throughout the meat market.

FRESH MEATS

Hogs, live (selects)	....			0 21
Hogs, dressed—				
Abattoir killed, 65-90 lbs.	....			0 30½
Fresh Pork—				
Legs of pork (foot on)	....			0 35
Loins (trimmed)	....			0 42½
Loins (untrimmed)	....			0 38
Bone trimmings	....			0 30
Trimmed shoulders	0 26½			0 32
Untrimmed	....			0 28
Pork Sausage (pure)	....			0 26
Farmer Sausage	....			0 20
Fresh Beef				
(Cows)			(Steers)	
$0 23	$0 30	Hind quarters	$0 28	$0 34
0 14	0 18	Front quarters	0 14	0 18
....	0 40	Loins	....	0 46
....	0 28	Ribs	....	0 32
....	0 18	Chucks	....	0 17
....	....	Hips	....	0 35
Calves (as to grade)			0 22	0 28
Spring lamb, carcass			....	0 32
Fresh sheep, carcass			0 22	0 30
Frozen lamb, carcass			....	0 32

Slight Change on Cheese

Montreal.

CHEESE.—Cheese this week seems to be a little weaker in some prices. The export market has not opened yet to any extent. Strong cheese is selling at 30 cents and mild at 35 cents. New cheese is offered for sale at 30 cents. This is a slight decline in the price although old cheese is 1 cent a pound higher.

CHEESE

[illegible] per lb	0 30
[illegible] per lb	0 31
[illegible] per lb	0 31
[illegible] per lb	0 37
[illegible] per lb	0 35
[illegible]	0 30

Butter Prices Drop Again

Montreal

BUTTER.—The price of butter has declined this week. There is a very good supply of fresh grass butter on the market and prices are recorded much easier. Butter in large lots has been sold this week as low as 54 cents a pound. Creamery and print is selling at 56 cents and in solids at 55 cents, which is a decline on prices quoted last week.

BUTTER—

Creamery prints, qual., new	....	0 56
Do., solids, quality, new	....	0 55
Dairy, in tubs, choice	....	0 50
Dairy, prints	....	0 51

No Change in Margarine

Montreal.

MARGARINE.—There has been no change in the price of margarine this week. The demand is not as great since the price of butter is steadily declining and the present quotations may be said to be very weak.

MARGARINE—

Prints, according to quality, lb.	....	0 37
Tubs, according to quality, lb.	0 31	0 35

Poultry Market Quiet

Montreal.

POULTRY.—The poultry market, as usual, during the summer season, is very quiet. There is no change in the price and the market is in very poor supply.

POULTRY (dressed)—

(Selling Prices)

Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 46
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

Stronger Prices on Fish

Montreal.

FRESH FISH.—The supply of fresh fish continues to improve, except in the case of brook trout, which is very scarce. The prices of fish this week are stronger and in some lines have an increased price. British Columbia salmon, in particular, have increased in price. The wholesale fish merchants report a strong market for fish as the supply coming in has been rather insufficient to cover the trade.

FRESH FISH

Haddock	....	0 07½
Steak cod	....	0 10
Market cod	....	0 06½
Mackerel	....	0 18
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Salmon (B.C.), per lb., Red	....	0 38
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Gaspé salmon	....	0 45
Halibut	....	0 24
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 55
Pike	....	0 14
Perch	....	0 13
Fresh eels, each	....	0 40
Fresh Herrings, each	....	0 03

FROZEN FISH

Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 22
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 12½	0 13
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	....	4 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—		
Large bbls., 200 lbs.	....	16 50
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

SMOKED

Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per lb.	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Cooked Meats Higher

Montreal.

COOKED MEATS.—There is a heavier demand on cooked meats with the warmer weather. With the heavy demand comes stronger prices and the quotations now given are very firm. Jellied pork tongue is quoted a cent higher at 47 cents, pork pies at 80 cents, bologna at 18 cents, and ox tongue one cent higher at 65 cents.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Lard Slightly Higher

Montreal.

LARD.—On account of the higher prices on the meat market, lard has advanced a fraction of a cent a pound this week. The new price lists quote one-pound bricks at 31 cents and pails at 29 3-4 cents.

LARD—

Pierces, 360 lbs.	....	0 29

Tubs, 60 lbs.		0 29½
Pails, 20 lbs.		0 29¾
Bricks		0 31

Shortening One Cent Up

Montreal.

SHORTENING.—There has been an increase in the price of shortening this week to the extent of one cent per pound. The market is only fair and the demand is good, causing a very strong market at the present time.

SHORTENING	
Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 27¾
Pails, 20 lbs., per lb.	0 28
Bricks, 1 lb., per lb.	0 28¼

Higher Prices on Hams

Montreal

BACON.—Prices on bacon have increased this week. The change amounts to about two to three cents on the cheaper lines, while there is a wide margin of prices on the best bacon. The average prices for the best bacon is from 45 to 53 cents, but some cuts are demanding an even higher price. There is an increased demand with the hot weather for cooked hams. The prices, too, are higher. An advance of approximately five cents a pound for some hams has taken place.

BACON		
Breakfast, best	0 46	0 56
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 38
Picnic Hams	....	0 29
Wiltshire	....	0 46
MEDIUM SMOKED HAMS		
Weight, 8-14, long cut	....	0 43
Do., 14-20	....	0 43
Do., 20-25	....	0 38
Do., 25-35	....	0 33
Over 35	....	0 32

Egg Supply Good

Montreal

EGGS.—The supply of eggs has greatly improved but there has been no change in the price, although the market is not very strong at the present quotation of 54 cents per dozen. There is a very good demand for packing and exportation at the present time.

ONTARIO MARKETS

TORONTO, June 4—The market for hogs is fairly steady with an advance of ½ cent per pound registered on some pork cuts. Some cuts of beef have slightly advanced. Calves are quoted 2 cents per pound lower. Smoked bacon and hams are steady, while lightweight barrel pork has advanced $2.00 per barrel. Cooked hams are up one cent. Jellied ox tongue is up 2 cents per pound. Eggs are firmer and quotations are one cent higher. Butter has declined 2 cents per pound. Lard, shortening and margarine are steady. Poultry is in fair demand and prices well maintained.

Spring Lamb Has Declined

Toronto

FRESH MEATS.—The market for hogs is fairly steady with an advance of ½ cent per pound registered on some pork cuts. Some cuts of beef have slightly advanced. Calves are quoted 2 cents per pound lower. Spring lamb is arriving more freely and quotations are $2.00 each lower.

FRESH MEATS

Hogs		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	....	25 25
Live, fed and watered, per cwt.	....	20 25
Live, f.o.b., per cwt.	....	19 00
Fresh Pork		
Legs of pork, up to 18 lbs.	....	0 38
Loins of pork, lb.	....	0 42½
Fresh hams, lb.	....	0 40
Tenderloins, lb.	....	0 60
Spare ribs	....	0 22
Picnics, lb.	....	0 26
New York shoulders, lb.	....	0 30
Boston butts, lb.	....	0 36
Montreal shoulders, lb.	....	0 30½
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 27
Spring lamb, each	10 60	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 21

Above prices subject to daily fluctuations of the market.

Barrel Pork Has Advanced

Toronto

PROVISIONS.—The provision market is steady. Hams are in active demand and quotations are unchanged. Dry salt meats have declined slightly while lightweight barrel pork has advanced $2.00 per barrel.

Hams		
Medium	0 41	0 43
Large, 20 to 25 lbs. each, lb.	....	0 40½
Heavy, 25 lbs. upwards, lb.	....	0 35½
Backs		
Skinned, rib, lb.	0 48	0 50
Boneless, per lb.	0 54	0 57
Bacon		
Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 25	0 28
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 28½
Fat backs, 10 to 12 lbs.	....	0 26

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork		
Mess pork, 200 lbs.	....	49 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:		
Heavy	....	54 50
Lightweight	....	62 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Higher

Toronto.

COOKED MEATS.—There is an increase in the demand for cooked meats and quotations are higher. Boiled ham is up one cent per pound. Jellied ox tongue is 2 cents per pound higher, now quoted at 65 cents. Jellied calves tongue is quoted at 52 cents per pound.

Boiled hams, lb.	0 59	0 62
Hams, roast, without dressing, lb.	0 59	0 62
Boiled shoulders	....	0 59
ing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 52

Above prices subject to daily fluctuations of the market.

Eggs Are Firmer

Toronto.

EGGS.—The egg market is slightly firmer this week and quotations are one cent up. Dealers are of the opinion, however, that prices will be lower as packers are lax about paying the high prices asked for storage purposes.

EGGS		
Fresh		0 54
Fresh selects in cartons	....	0 56

Prices shown are subject to daily fluctuations of the market.

Butter Market Easier

Toronto

BUTTER.—The butter market continues weak and a decline of 2 cents per pound is noted. Fresh creamery prints are quoted at 56 to 58 cents per pound.

BUTTER—		
Creamery prints	0 56	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

No Change in Shortening

Toronto.

SHORTENING.—There is no change in the market for shortening. The demand is normal. Quotations for one pound prints are 29 to 30 cents.

SHORTENING—		
1-lb. prints	0 29	0 30
Tierces, 400 lbs.	0 26½	0 27

Lard Market Steady

Toronto.

LARD.—The lard market is steady. Quotations remain at 27 to 28 cents per pound tierce basis.

Tierces, 400 lbs.	0 27	0 28

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Margarine in Steady Demand

Toronto.

MARGARINE.—There is a quiet market for margarine. The demand is steady and quotations are unchanged.

MARGARINE		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	....	0 31½

Cheese Market Firm

Toronto.

CHEESE.—The cheese market is ruling firm and prices are unchanged. There is a feeling in some quarters that prices will remain around 32 to 33 cents per pound.

CHEESE—		
Large, old	0 32	0 33
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Fresh Fish in Good Supply

Toronto

FISH.—Fresh fish is coming forward in fairly large quantities and prices are lower. Medium halibut, white fish and trout are quoted at 16 cents per pound. Frozen fish is in good demand.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 11½	0 0
Haddock, Fresh, lb.		
Do., heads on, lb.	....	0 09½

Halibut, chicken	0 18	0 19
Do., medium	0 16	0 24
Fresh Whitefish	....	0 16
Fresh Herring	....	
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	....	0 16
FROZEN FISH		
Halibut chicken	....	0 15
Do., Qualla	....	0 09½
Whitefish, lb.	....	0 15
Herring	0 08	0 09½
Flounders	....	0 08½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 18
Kippers, box	....	2 40

Poultry Prices Maintained

Toronto.

POULTRY.—There is a fair supply of poultry arriving and prices are well maintained. The demand is seasonable.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 40	0 38
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 30	0 30
Ducklings	0 40	....
Geese	0 18	0 25
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65

Prices quoted to retail trade:—

		Dressed
Hens, heavy	....	0 42
Do., light	0 32	0 40
Chickens, spring	....	0 70
Ducklings	....	0 45
Geese	0 25	0 30

WINNIPEG MARKETS

WINNIPEG, June 4.—The hog market has been very active this week, with a liberal supply being offered. Creamery butter has a decidedly weak tone, while cheese remains firm. Eggs have been very steady, and receipts show fairly heavy. All indications point to lower prices. Fresh fish is arriving freely.

Hog Market Steady

Winnipeg.

MEATS.—Liberal supply of hogs found the market steady and selects are being offered to the trade at $22.

HOGS—		
Selected, cwt.	....	22 00
Heavy, cwt.	....	20 00
Light, cwt.	18 00	20 00
Sows, cwt.	....	18 00

Butter Has Declined

Winnipeg.

BUTTER.—The creamery butter market has dropped considerable this week, while dairy remains firm and very hard to obtain.

Dairy butter, best table goods	0 55	0 60
Creamery	....	0 62
Margarine	0 37	0 39

Cheese is Unchanged

Winnipeg.

CHEESE.—The cheese market is very steady with no indication of prices being lower. Prices remain unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Eggs Are Steady

Winnipeg.

EGGS.—The egg market has been very steady while receipts fairly heavy. All indications point to a lower market next week. Dealers are now paying 44 cents per dozen, while jobbers are selling at 45 cents per dozen. Special good quality are being retailed at 55 cents, while those of a lower quality at 53 cents per dozen.

Fish Is in Good Supply

Winnipeg.

FISH.—Large quantities of fresh whitefish, halibut, salmon, pickerel and trout are arriving. The frozen fish market is steady.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 16
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 15
Fresh Lake Superior White Fish	....	0 22
Fresh Trout	....	0 22

WHERE AND WHEN STORES ARE CLOSING

Continued from page 34

THEDFORD—The stores close every Wednesday afternoon from May until September and every day except Saturday at 7 p.m.

TIMMINS—The stores close on Wednesday afternoons from the first of June until the end of September, and at 6 p.m. other days except Saturdays.

WALLACEBURG—Stores close Thursdays at 12 o'clock from April to November inclusive.

WATFORD—Closes Wednesday at 12 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.

WELLAND—Stores close Wednesdays at 1 o'clock during June, July and August. Daylight-saving time in force.

WINGHAM—Closes Wednesday at 12 o'clock from May to September inclusive.

WOODSTOCK—Closes Wednesday at 12.30 o'clock from May to August inclusive. Also 5.30 every evening except Saturday.

QUEBEC

GASPE—No half-holiday. Stores close Thursdays at 5 o'clock.

MONTREAL—No half-holiday. Stores close every evening at 6 o'clock, including Saturdays. Daylight-saving time in force.

QUEBEC—No half-holiday. Stores close at 6 o'clock every evening. Daylight-saving time in force.

THREE RIVERS — No half-holiday. Stores close at 6 o'clock Tuesdays and Thursdays. Daylight-saving time in force.

WOODSTOCK—No half-holiday. Stores close at 6 o'clock Mondays, Wednesdays and Fridays.

NEW BRUNSWICK

CHATHAM—No half-holiday. Stores close at 6 o'clock every night except Saturdays.

MONCTON—No half-holiday. Stores close at 6 o'clock.

SUSSEX—No half-holiday. Stores close at 6 o'clock except Saturdays.

NOVA SCOTIA

DARTMOUTH—Stores close Wednesdays at one o'clock the year round except December. Also close every night at 6 o'clock except Friday and Saturday. Daylight-saving time in force.

GLACE BAY—Stores close Wednesdays at 12 o'clock all the year round.

HALIFAX—Stores close Wednesdays at noon from May to September inclusive. Also close every night at 6.30 except Fridays and Saturdays. Daylight-saving time in force.

KENTVILLE—Stores close Wednesdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Tuesdays and Saturdays.

KENSINGTON—Stores close Wednesdays at 1 o'clock from June to September inclusive. Also close every night at 6 o'clock.

NEW GLASGOW—Stores close Wednesdays at noon from May to October inclusive.

NEW WATERFORD—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NORTH SYDNEY—Stores close Wednesdays at 1 o'clock from May to November inclusive. Also Tuesdays and Fridays at 6 o'clock. Mondays and Thursdays at 8.30 o'clock.

PICTON—Stores close Wednesdays at 12 o'clock from June to September inclusive. Also evenings at 6 o'clock except Tuesdays and Saturdays.

SYDNEY MINES—Stores close Wednesdays at 1 o'clock all the year round except from December 15 to January 1. Also close every night at 6 o'clock except Tuesdays and Saturdays.

ST. STEPHEN—Stores close Thursdays at 12 o'clock from June to September inclusive. Also every evening at 6 o'clock except Saturdays.

SYDNEY—Stores close Wednesdays at 1 o'clock from June to September inclusive.

TRURO—Stores close Wednesdays at noon during June, July and August Daylight-saving time in force from June 13 to August 29.

YARMOUTH—Stores close Fridays at 12.30 o'clock throughout the year except December.

PRINCE EDWARD ISLAND

CHARLOTTETOWN—Stores close Wednesdays from June 15 to September 15. Also every evening at 6 o'clock except Saturdays.

SUMMERSIDE—Stores close Wednesdays at noon during July, August and September. Also close at 6 o'clock except Saturdays.

WINDSOR—Stores close Thursdays at 12.30 o'clock from June to September inclusive. Also close every evening at 6 o'clock except Saturdays.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

These are just the "ready-to-serve" products the housewife is looking for. You can't offer a more appropriate line of summer season's delicacies.

For the table—the summer cottages—the motor trip—the picnic —Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

Economical because there's no waste. Every slice is saleable and good.

Order to-day. Now is the season.

Davies' Pork Tongue	Davies' Roast Pork
Davies' Jellied Hocks	Davies' Pork and Tongue
Davies' Ox Tongue	Davies' Jellied Pork
Davies' Headcheese	Davies' Cooked Pressed Pork

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO - MONTREAL

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57 57

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC AN APPETIZER
MADE FROM SELECTED PURE SPICES OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

ROSE BRAND

The Choice Products of a Great Institution

ROSE BRAND represents the choice products of an institution which for generations has been famous for the high quality of its foods.

It is the mark of foods critically selected and particularly prepared under ideal and scrupulously sanitary conditions. The kind of foods that you can well be proud to sell your customers.

To help our dealers increase their sales of pure food products, we create the demand for ROSE BRAND by forceful advertising in large dailies, weeklies and magazines throughout Canada.

Dainty, beautifully colored show cards, hangers, window trims, etc., have been prepared to attract purchasers to the store—give a more artistic touch to the food department and assist the storekeeper to arrange especially appealing displays.

Recipe folders and other literature for counter distribution will be sent with the above-mentioned advertising to any dealer who requests it—gratis and postpaid.

A big feature of the ROSE BRAND service is prompt, speedy delivery. Fresh products can be obtained daily, or on short notice by writing the nearest of our numerous branches or packing houses.

Canadian Packing Company, Limited

Branches:
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

Packing Houses:
Brantford
Toronto
Peterboro
Montreal
Hull

CPC

Canadian Packing Company, Limited

"BRUNSWICK BRAND"

Sea Foods

make friends out of customers . . . . .

The established quality reputation of Brunswick Brand Sea Foods has made them most active and profitable sellers.

Their palatable goodness and delightful flavor coupled with their reasonable price never fails to please and makes lasting friends of casual customers.

Order From Your Wholesalers.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:
Chas. Duncan & Son, Winnipeg, Man.

Scotch Snack Idea No. 3

For making
Sandwiches
Croquettes
Salads
Nothing Just as Good.

Push Sales for
Picnic Parties
and
Camping Parties

Be sure you mention
SCOTCH SNACK
ARGYLL BUTE "Reg."
MONTREAL, QUE.

Make sure your stock is complete with all sizes.

Watch for next week's advertisement.

Sell "Arm & Hammer" Brand Sal Soda

The handy, clean and easy way to sell "Sal Soda" and the way in which your customers will like buying it the best.

Arm and Hammer Brand Sal Soda is put up in attractive cartons of 2½ lbs. each, 36 pkgs. to the box. Ask your wholesaler to fill your requirements with Arm & Hammer Brand in the new, handy package.

Saves time
—in wrapping
—in weighing

Church & Dwight, Limited
MONTREAL

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 Paul St. West MONTREAL

Have No Hesitation

in choosing

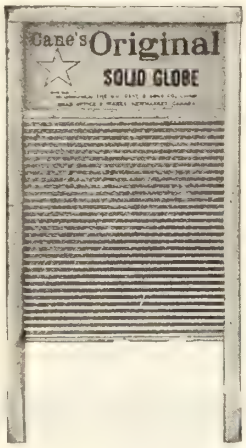
'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR
SOLE PACKERS
Halifax - N.S.



Cane's Washboards

Built to last a lifetime

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for Old Jute Sugar Bags and Cotton Liners.

(Regular market—no quantity too small or too large).

Scientific Reclamation of Commercial Waste

E·PULLAN
TORONTO

An Attractive Display

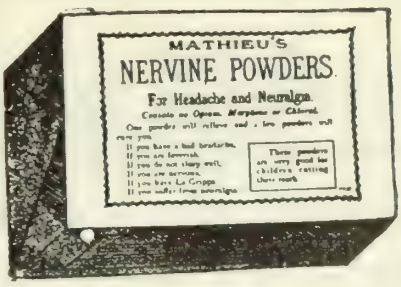
of a few bottles of Marsh's Grape Juice for your customer's immediate selection will, we feel sure, result in profitable sales.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents:

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Somebody is getting this trade. Why not you? A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

Mathieu's Nervine Powders

Put Mathieu's in your show case and upon your counter. You'll find it a worth-while seller.

J. L. Mathieu Co.

SHERBROOKE, QUEBEC

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS

CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

Order More from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

Western Agents: Hargreaves (Canada), Ltd., c o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c o Johnston Storage Co., Vancouver, B.C.

Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin
1 Cup Milk
¾ Cup Sugar
1 Tablespoon Flour mixed with the milk
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

DOMINION CANNERS LIMITED

HAMILTON, CANADA

BEAVER BRAND Canned Lobster

We are now making deliveries of new pack lobster. Order your requirements at once from your wholesaler.

We have the following goods on hand for prompt shipment—

CANNED STRINGLESS GREEN BEANS 2's—MACKEREL — LOBSTER PASTE — KIPPERED HERRING — SALMON — SARDINES—CHICKEN, Etc., Etc.

Write for particulars and prices or communicate with your nearest dealer.

J. W. WINDSOR LIMITED

MONTREAL, P.Q.

MONTSERRAT
Lime Fruit Juice

One of the Best Summer Sellers

Suggest "MONTSERRAT" to your customers whenever they are making up a picnic basket, or an automobile hamper, or want a delicious, satisfying drink for hot days.

"MONTSERRAT" satisfies that craving for "something cold" and satisfies it in a delightful, healthful way. It is the pure juice of cultivated West Indian limes, with the fruity fragrance and snappy flavor of the fresh limes.

Our advertising in the newspapers and magazines will help you to sell more "MONTERRAT" this summer than ever before. Stock it—feature it—let it make money for you.

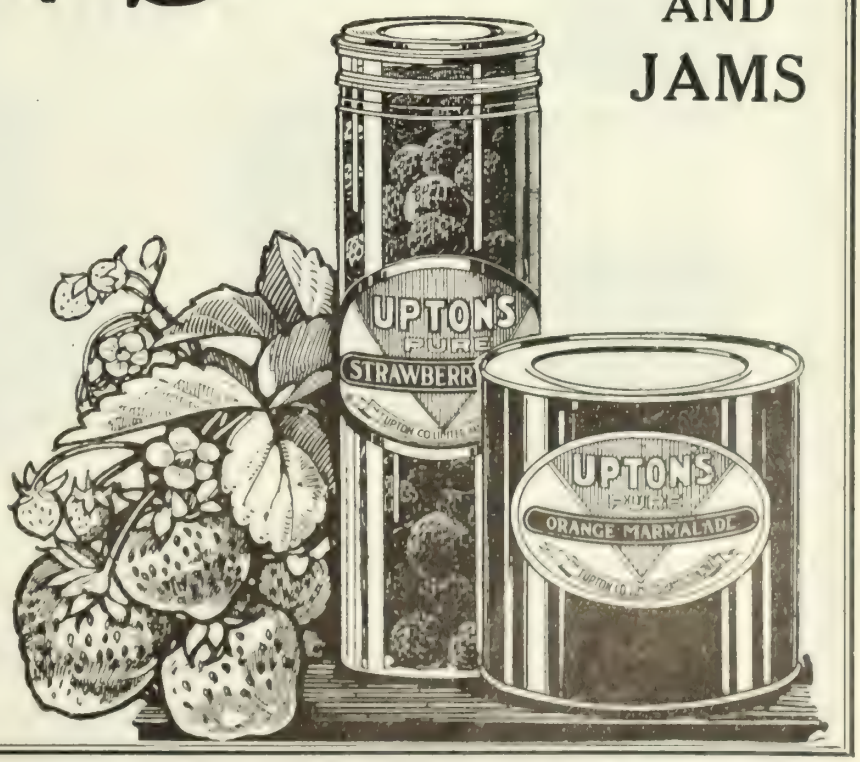
National Drug & Chemical Co. of Canada Limited, Montreal

UPTON'S

PURE MARMALADES AND JAMS

In the minds of your customers, the word "UPTON'S" means—pure Marmalades and Jams of the highest quality.

UPTON'S is an easy name to remember. You should remember it, too when ordering **your** supply.

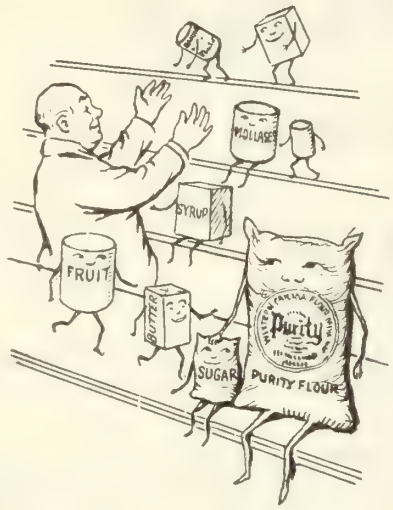


THE T. UPTON Company
LIMITED
HAMILTON - CANADA

SELLING AGENTS:

S. H. MOORE & COMPANY, Toronto, Ont.
ROSE & LAFLAMME, LTD., Montreal, Que.
SCOTT-BATHGATE CO., LTD, Winnipeg, Man.
GAETZ & COMPANY, Halifax, N.S.
SCHOFIELD & BEER, St. John, N.B.

Empty Your Shelves and Fill Them Up Again



The oftener a grocer sells flour, the oftener he has to keep filling up his shelves with fresh, new goods of many other lines.

PURITY FLOUR

is a selling agent for sugar, yeast, baking powder, fruits and peels, butter, eggs, shortening, canned goods and everything that goes with flour.

Purity Flour is a strong, Western wheat flour, perfectly milled and widely advertised. Push it.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

Your Customers' Appreciation

is what will help increase your profit-making sales. Consequently a large stock of Malcolm's milk products always on hand for your customers' regular choosing will result in their expression of appreciation and satisfaction.

Made in Canada

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

A Beverage for a Particular Customer

A Summer Social Favorite

Champagne de Pomme

If you do not sell it some one else will

No Government Restrictions No Bottles Returned

A Quick Turn-Over A Pleased Customer

Made from the Juice of Canadian Apples

PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

Peek Frean & Co., Limited

Biscuit Manufacturers

LONDON -:- ENGLAND

FOR
GOODNESS SAKE
EAT
PAT-A-CAKE

Send a Card to the Agents for Samples and Prices of This and Other Popular Lines.

Montreal District—F. L. Benedict Co.
Read Building, Montreal

Toronto District—Harry Horne Co.
1297-1299 Queen St. West, Toronto

Winnipeg District—W. H. Escott Co., Ltd.
181-183 Bannatyne Ave., Winnipeg

Vancouver District—H. W. Malkin Co.,
41-61 Water St., Vancouver, B.C.

The One Biscuit of the World

PAT-A-CAKE

DISPLAY CARDS FREE

A suggestion for an attractive window or counter display of this popular priced sea food.

Chicken Haddies

(Lily Brand)

Chicken Haddies — tender and delicious, economical and healthful—have achieved a remarkable popularity in both Canada and the United States.

Brought from the cool depths of the Atlantic to our cannery at Canso, N.S., and there packed in hermetically sealed containers; all the original freshness of these choice, young fish is thus retained right up to the moment they are made ready to serve.

Cash in on the big demand for this tempting sea food. Order to-day.

Packed at Canso, N.S. by the :

Maritime Fish Corporation

LIMITED

General Office : MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

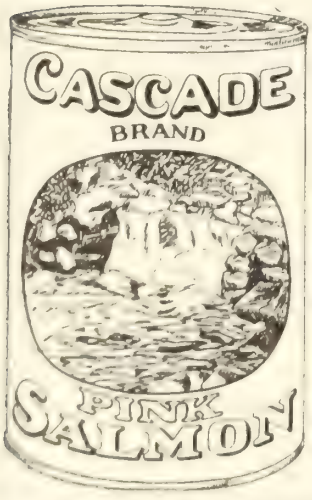
Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

The "Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED



Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

Sydney, Cape Breton

is the parent home of THE BRITISH EMPIRE STEEL CORPORATION, the biggest industry of its kind within the BRITISH EMPIRE, and is destined to become one of the most active industrial and consuming centres in EASTERN CANADA. MANUFACTURERS, are you getting the volume of business from this district your line deserves? If not, get in touch with a live wire resident broker having nine years connection with the wholesale and retail grocery trade throughout this district, and a thorough knowledge of the BISCUIT and CONFECTIONERY trade. Detail work receives particular attention. Will be pleased to furnish references. Correspondence invited. If interested, write

R. E. McCONNELL, SYDNEY, N.S.
Manufacturers Agent and Grocery Broker

S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9, Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

HERBERT & CO. (S.A.P.) LTD.

Export Department
Finsbury Square London, Eng.

Special Appointment

The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N.C.R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.
London	350 Dundas Street
Edmonton	5 McLeod Bldg.
Ottawa	306 Bank Street
Halifax	63 Granville Street
Quebec	133 St. Paul Street
Hamilton	14 Main Street E.
Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street W.
Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street
St. John	50 St. Germain Street
Saskatoon	265 Third Avenue S.
Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO.

FILL OUT THIS COUPON AND MAIL TO-DAY

Dept. 25, The National Cash Register Company of Canada, Limited, 97 Pelham Ave., Toronto, Ontario:

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

Address .....

Holbrooks
Imported
Worcestershire Sauce

Made and Bottled in England

It's Different

That's why so many people buy Holbrooks Worcestershire Sauce.

Even the most tired appetite responds to the zesty piquancy of Holbrooks.

Meat, fish, game, etc., with a few drops of Holbrooks Worcestershire Sauce become doubly appetizing.

Put Holbrooks on display and watch it sell.

Holbrooks, Ltd.
Toronto and Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.
Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 85
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 37½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 62½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1.25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal.

Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

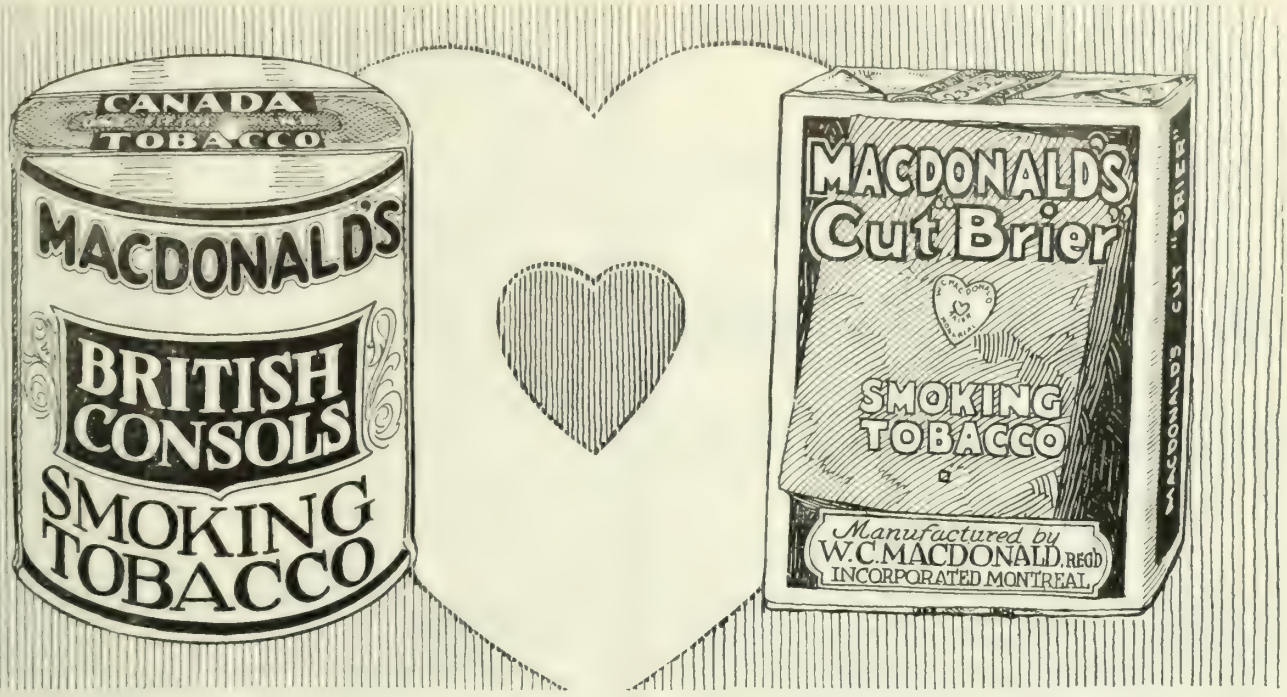
8 oz. tins, 4 dozen per case	$12.5
16 oz. tins, 2 dozen per case	11.5
10 lb. tins, 6 tins per case	25.0

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes 40-lb., Canada Laundry	$0 12½
100-lb. kegs, No. 1 white	0 12½
200-lb. bbls., No. 1 white	0 12½
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14½
40 lbs., Benson's Enamel, (cold water), per case	4 80
Celluloid, 45 cartons, case	5 20
Culinary Starch 40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, excep potato flour.)



Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.
Owen Sound, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 75

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited
EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.
COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10c size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 6s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 46
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 38
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 38
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 00
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 00
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 00
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 10
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 10
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 50
Kellogg's Shredded Krumbles, Ind.	2 25
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 25
Do., 3 lbs.	3 25
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 00
Crescent Self-Raising Flour, 6 lb.	6 00
Do., 3 lb.	3 00
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 00
Brodie's Self-Raising Buckwheat Flour, 1½ lb. pkg, doz.	1.00

Pineapples

Preserving time now at its height.

No sugar required for canning if follow this recipe.

The No-Sugar Method

Peel, slice and core the fruit. Place in a kettle, cover with water and cook until moderately soft. Can with plenty of juice. Seal while hot.

When prepared for eating, a sprinkling of sugar will be instantly dissolved by the acid of the fruit.

White and Co., Limited

Wholesale Fruits and Vegetables
Toronto

'PHONE : MAIN 6243

PINEAPPLES

The season is now on. Book your order with us now. We will ship when prices are lowest. From now until end of season we will have fresh arrivals daily.

ORANGES, BANANAS, LEMONS, STRAWBERRIES, TOMATOES, TEXAS ONIONS, CABBAGE

and all other

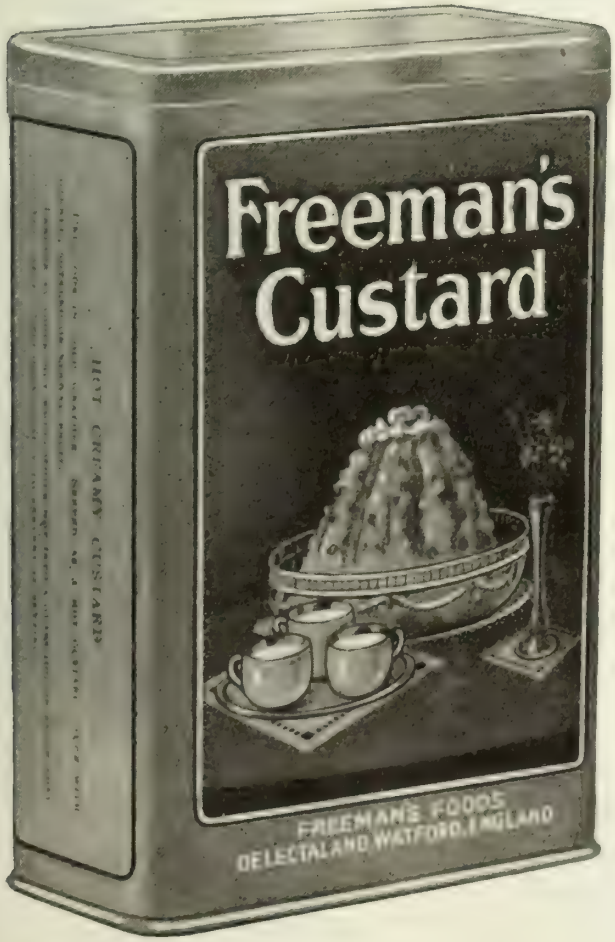
IMPORTED and DOMESTIC FRUITS and VEGETABLES

The House of Quality

Hugh Walker & Son

Limited

Guelph **Established 1861** **Ontario**



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Splendid Assortment

Walter Woods & Co.

Hamilton and Winnipeg

AprOl Selling Idea No. 5

Demonstrate **AprOl** to your clerks so that they can talk **AprOl** intelligently to your trade. Many a sale is lost by clerks not knowing the goods. Tell your clerks all about **AprOl** and watch sales grow.

Be Sure You Have All Sizes in Stock

APROL

is advertised in all leading papers in Canada

Order From Your Wholesaler

W. J. BUSH & CO. (CANADA) Limited

National City, Cal. Montreal Toronto

"MELLOW"
TRADE MARK
FOOD PRODUCTS

A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Food Products Co., "Regd"

146 Garnier St., MONTREAL

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

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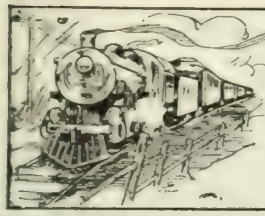

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Latest Editorial Market News

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Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.

Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.

F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

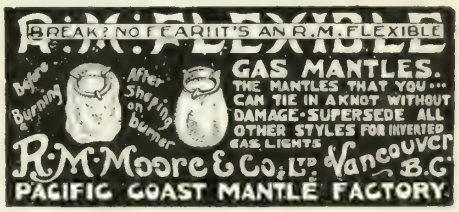
There is a decided unsteady tone developed in the market for nuts and there is an indication that quotations may be even lower. Bordeaux shelled walnuts have declined to the same level as shelled almonds, an incident that has not occurred for several years. Shelled almond prices are fairly steady, while filberts are easy and quotations low.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

SUCCESSFUL GROCER, THOROUGHLY CONversant with present prices and market conditions, desires position as traveller for established grocery house. Best references. Outside employment desire. Salary or commission. Box 154, Canadian Grocer, 153 University Ave., Toronto.

WANTED

LINE WANTED — TRAVELLER, 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

SITUATIONS VACANT

SMART YOUNG MARRIED MAN WHO CAN invest up to $2,000 to manage store. Owner has other business. This is a north country proposition with big possibilities. Box 148, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—EXPERIENCED CLERK FOR GENeral store. State age, experience, and salary required. Wilcox Grain Growers' Assoc., Ltd., Wilcox, Sask.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

THE AVENUE CASH STORE DRY GOODS, Boots, Shoes, Groceries. Bought heavy to take advantage of rising market. Purchaser gets benefit. Situated in Pictou County's coal and steel centre. Good town to live in. Rare opportunity for a hustler. Cash or equivalent. Strictest investigation invited. G. B. Mackay, Stellarton, Nova Scotia.

CELEBRATED BUTTER KIST CORN POPPER and Peanut Roaster for sale at a big bargain. Box 145, Canadian Grocer, 153 University Ave., Toronto, Ont.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

FOR SALE

FIRST CLASS GROCERY BUSINESS FOR sale. Stock and fixtures about four thousand dollars. Apply A. Giovetti, 33 Prospect St., Sherbrooke, Que.

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co. Limited, 113 Sumach St., Toronto.

AND

Make the Best Home Made SUMMER DRINKS

25c bottles make 5 gallons
15c bottles make 2 gallons
WHOLESALE PRICES
25c sizes $2.10 per dozen, $24 per gross
15c sizes $1.20 per dozen, $14 per gross

Manufactured and for Sale by
PARKE & PARKE, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

St. John's, Nfld.

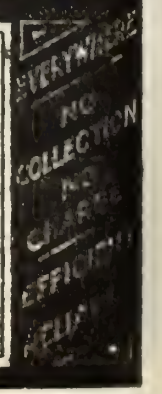
Reputation gained by long years of vigorous, conscientious and successful work

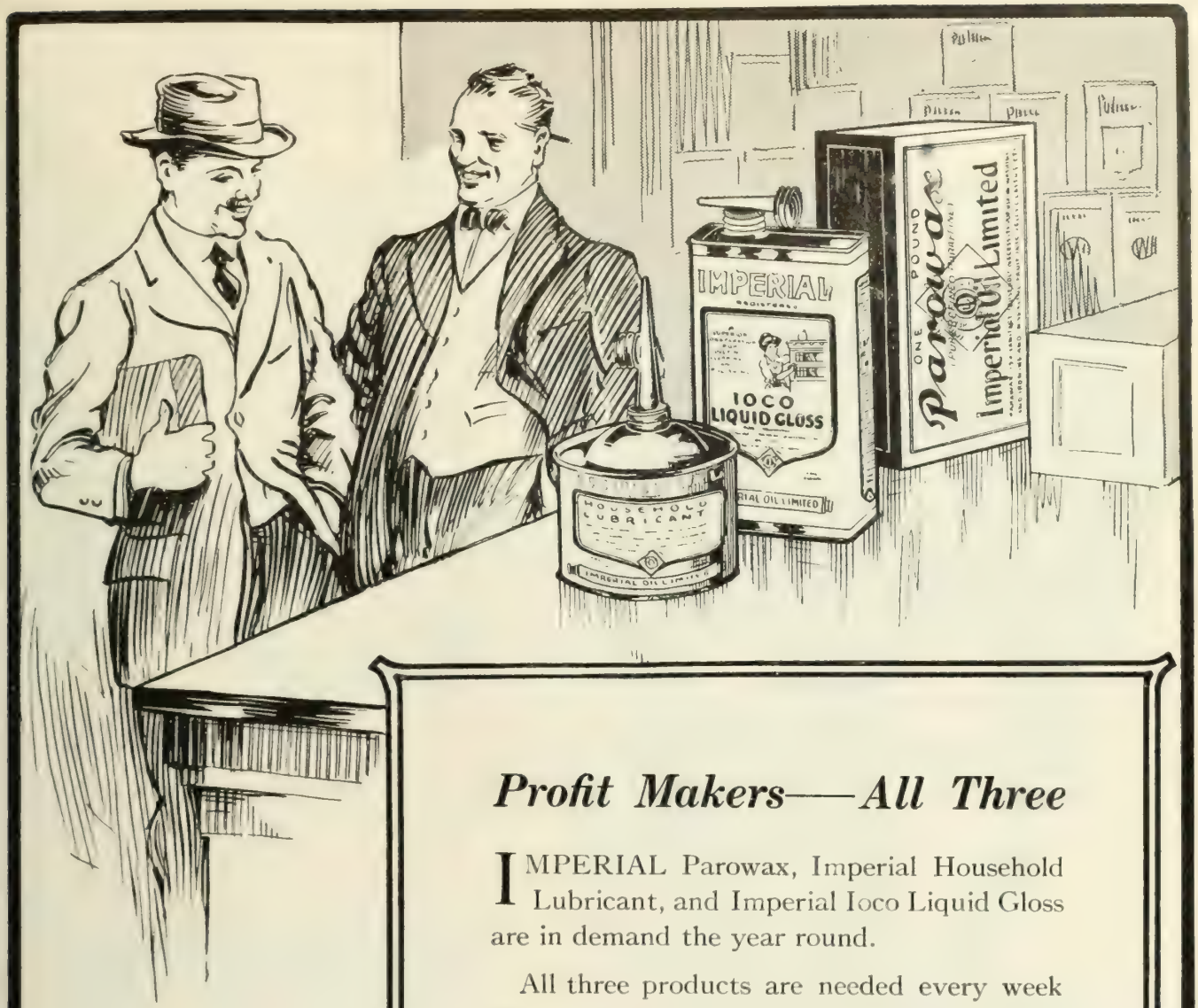
C. A. B. Brown, Superintendent
TORONTO

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.





Profit Makers—All Three

IMPERIAL Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss are in demand the year round.

All three products are needed every week for some one of their many uses, and the average housewife usually must replenish her supply frequently.

These products are staple specialties—not seasonable sellers. You can afford to give them valuable counter and window space.

Look to your stocks to-day and make sure you are supplied. Ample stocks assure satisfactory profits.

New stock can be obtained from Imperial Sales branches in leading cities.

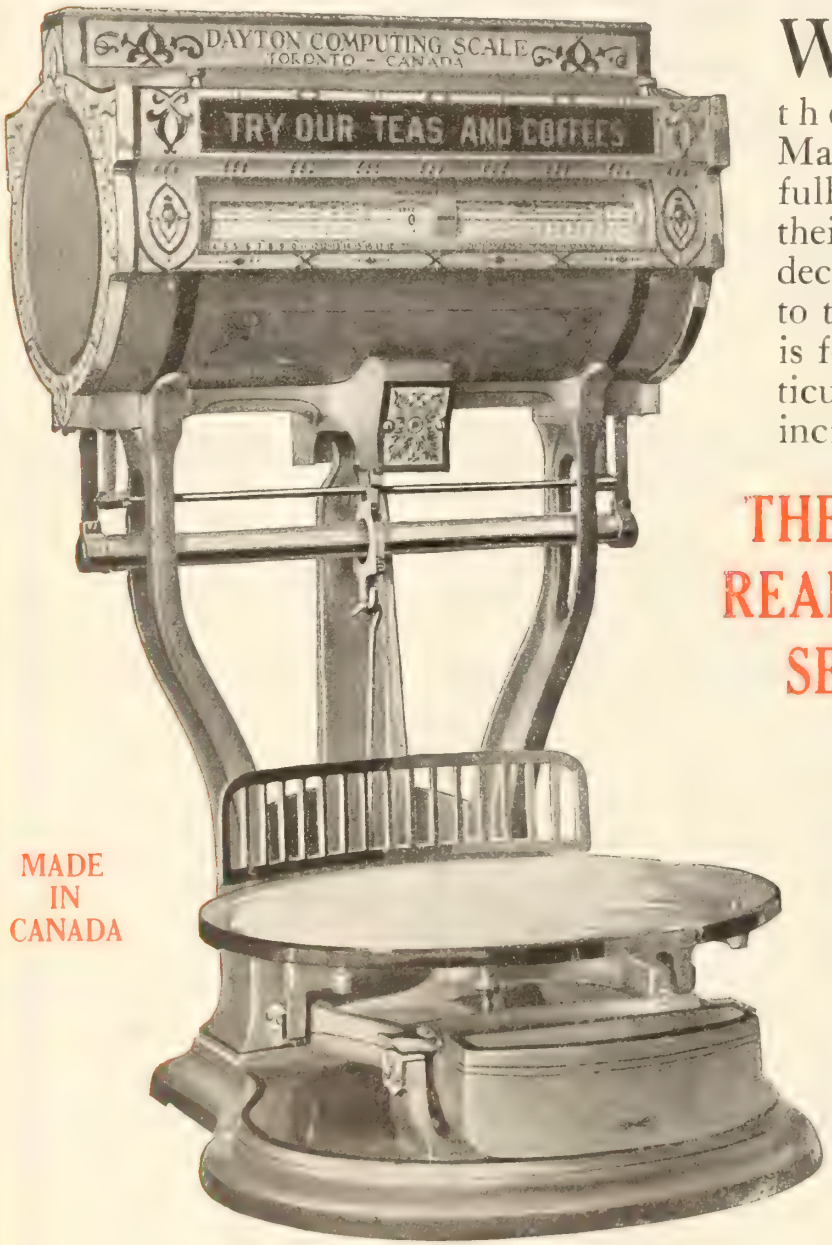
IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

NO TAX ON DAYTONS

Business Turnover Impost of 1% Has Been Absorbed by the Company and Is In No Manner or Sense Charged to the Customer



MADE IN CANADA

"If it's a Dayton—it's Right"

WHEN this tax presented itself the management of the International Business Machines Company, after carefully weighing the interests of their large and valued clientele decided NOT to charge this tax to the buyer, which decision, it is felt, will be appreciated, particularly in the face of ever-increasing costs.

THE DAYTON GIVES REAL SERVICE WHERE SERVICE COUNTS

Over a Million In Use

The price calculations based on the new price charts meet every need.

The Red Flash of the Dayton Electric carries a message to every customer. The same model is furnished without the electrical feature.

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 344 Granville St. QUEBEC, 39 Mountain Place, MONTREAL, Land & N. tre Dame St. W., OTTAWA, 188 Queen St., TORONTO, 145 Simcoe St., HAMILTON, 14 James St. N., WALKERVILLE, ONT., 44 Lincoln Rd., WINNIPEG, 327 McDermott Ave., SASKATOON, 103 3rd Ave., CALGARY, 127 8th Ave., EDMONTON, 10118, 102nd St., VANCOUVER, 1110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

FEATURING EQUIPMENT AND ACCESSORIES

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

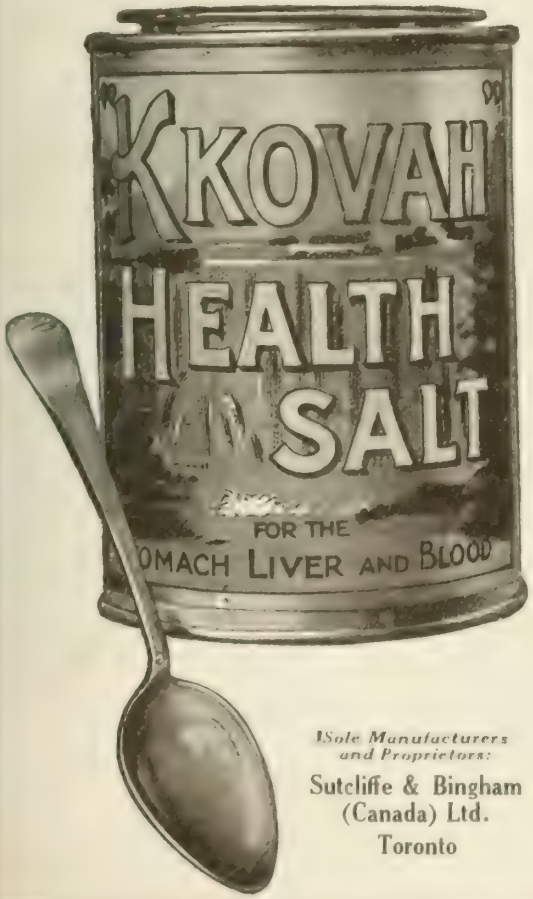
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JUNE 11, 1920 No. 24

Kkovah Health Salt

A teaspoonful in the morning makes life worth living—

Makes you fit—
Keeps you fit



Sole Manufacturers and Proprietors:
Sutcliffe & Bingham (Canada) Ltd.
Toronto

QUALITY ALWAYS!

THAT is the keynote of the success of Kkovah Health Salt. The high standard upon which its reputation has been built is fully maintained, always, and it is still the finest family aperient.

Strong publicity is increasing the demand daily. Focus that demand to **your** stores by window and counter display. It's a profitable line and worth pushing.

Selling Agents:
Maclure & Langley
Front St. East, Toronto

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to anyone interested

Ask Your Wife!

THOSE who have not studied the "dye" question have no idea of the sales possibilities there are for a satisfactory Dye Soap, such as "Aladdin."

But just mention "Dye Soap" to your wife or daughter or any female member of your household, and you will get from them an idea of how eager women are to have a dye soap that will really do the work.

Aladdin **will** do the work—it provides the most practical and satisfactory method of dyeing the things women hold dear.

The demand for Aladdin will be enormous. Women will certainly try Aladdin—and having tried it, will buy assorted colors by the dozen. Soon hundreds of thousands of Canadian women will be using this wonderful new dye soap.

By stocking the line **now,** you will share in the early fruits of the enthusiasm that our advertising is certain to create for Aladdin. Have you seen the big Aladdin's advertisements appearing in the newspapers?

Order an assortment—with our beautiful Revolving Display Stand (Stand free with gross and a half assortment).

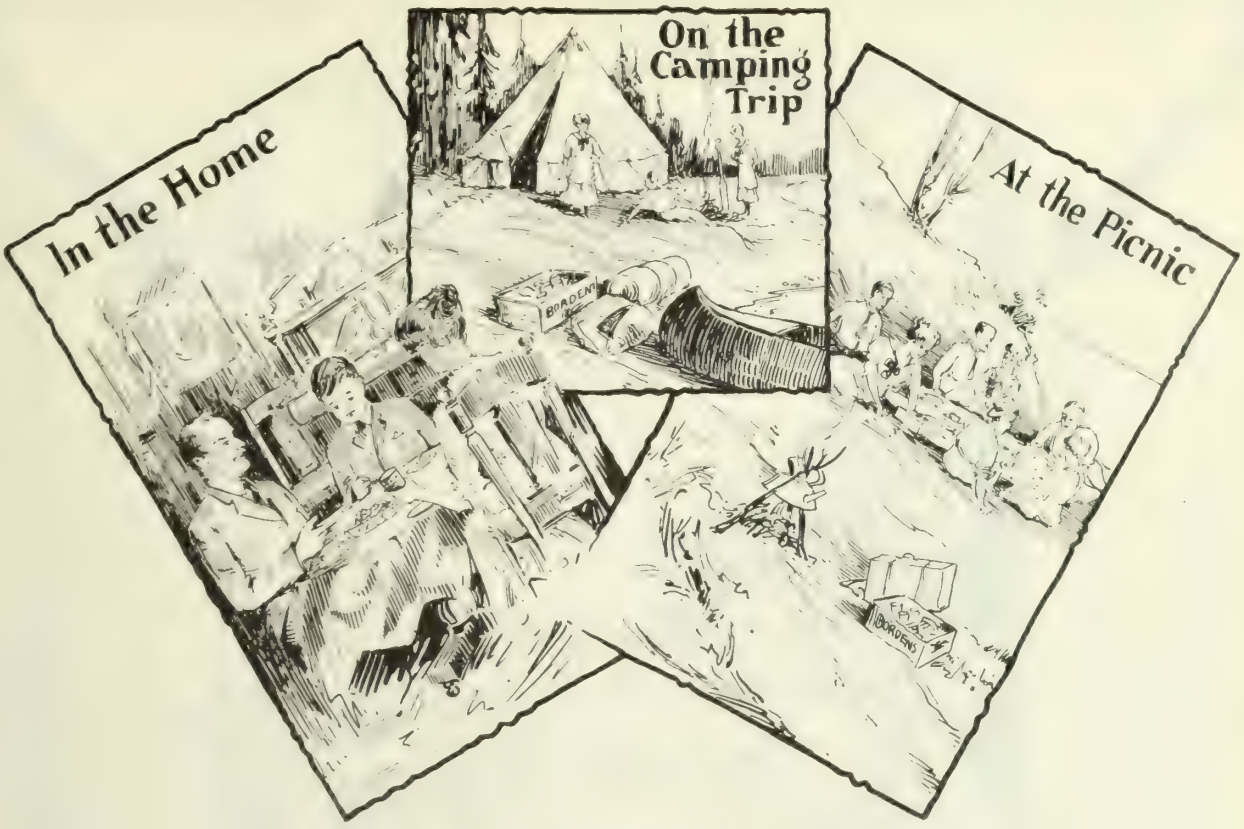
Mention jobber through whom you wish order filled.

Aladdin Dye Soap

CHANNELL CHEMICAL CO., Limited---Distributors

TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.



Borden's
MILK PRODUCTS

Keep your Borden Milk Products well displayed during the summer months and occasionally get up a good window display suggesting their great convenience and usefulness for picnickers, campers and for general household use. Borden sales are pretty steady the year round but summer always adds an impetus and it's up to you Mr. Merchant to prepare for these handsome, extra, summer profits.

Borden's
Canada's National Milk

For Sixty Three years Borden Milk Products have held leadership and their ***never changing quality and purity*** *have won for them the established reputation that has put such a selling appeal behind the name Bordens.*

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

Garton's CUSTARD

The New Custard from England

Pure—Wholesome—Nutritious

Enjoyed alike by old and young; its rich creamy flavour makes fruit puddings, etc., so tasty.

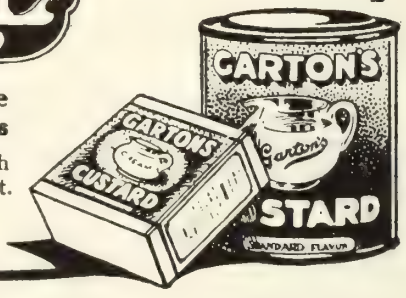
From all Stores, in Tins and Packets

Garton's CUSTARD

Give it freely to the children—it's so nutritious

Has a flavour all its own—rich and creamy—nothing quite like it.

From all Stores.



THE big selling season for Garton's Superb English Custard is *now commencing,* and to help you, Mr. Grocer, to make it a banner selling event, we have launched the Garton consumer campaign (two advertisements of which appear above) in the leading Canadian dailies.

Link up your store with this good-will campaign by *featuring Garton's Custard NOW when fruits are high-priced and scarce.*

Distributors for Canada

W. G. Patrick & Co., Limited

HALIFAX MONTREAL TORONTO WINNIPEG

Cocoanut and Chinese Egg Products

We are in a position to offer for prompt shipment direct from the Orient or from New York and San Francisco, PRIME CHINESE EGG PRODUCTS, as follows:—

FLAKE ALBUMEN	**SPRAY YOLK**
SPRAY ALBUMEN	**WHOLE EGG POWDER**

Packed in tin-lined cases of 200 lbs. net, and guaranteed free of zinc, and to pass the test of the United States Department of Agriculture.

We are willing to introduce the Chinese Egg Albumen by shipping, as a trial order, any quantity, from one case up, and give any orders entrusted us our careful attention.

We can also quote upon application:—

LIQUID YOLK No. 1 QUALITY

In casks of 430 lbs. net—2 per cent. Boracic Acid.

Also all kinds of Oriental and other imported edible nuts and desiccated cocoanut.

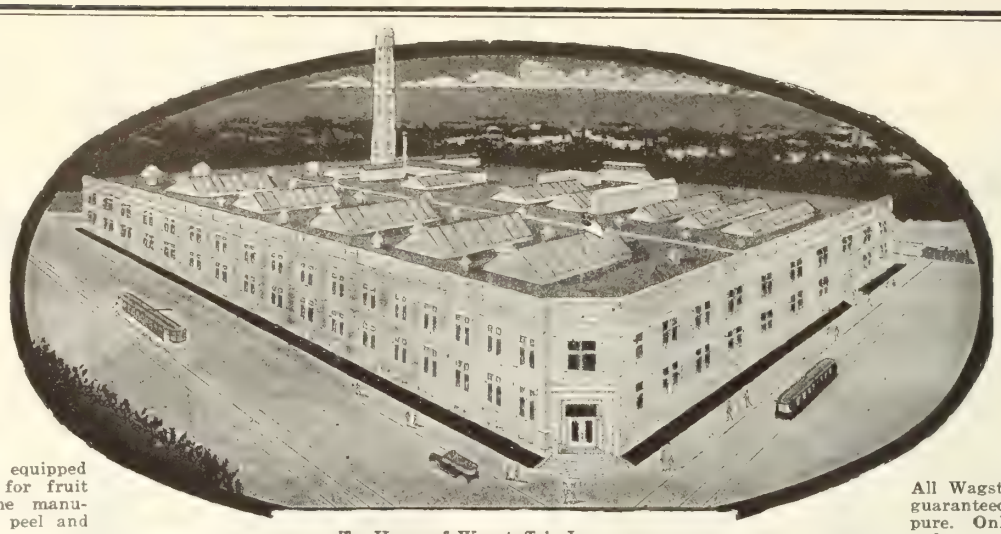
J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO. LTD., Toronto, Ont.
JAMES KYD, Ottawa,Ont.
HENRY M. WYLIE, Halifax, N.S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N.B.
O. N. MANN, Sydney, N.S.
A. T. CLEGHORN, Vancouver, B.C.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"

WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade
ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them

WAGSTAFFE'S
Real Seville
Orange Marmalade

All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., [illegible], Sask.; W. H. Escott Co., Ltd., Regina, [illegible]; W. G. Hinton, 59 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

CLARK'S

Canadian Boiled Dinner

A perfectly balanced and well cooked Meal, containing the very finest beef and carefully selected vegetables.

Impress on your customer, Mr. Grocer, the fact that a a few minutes heating is all that is required and CLARK'S Canadian Boiled Dinner is ready for the table.

No labour, no long cooking process necessary.

One of the best sellers.

Made in Canada--by Canadians

W. CLARK, Limited MONTREAL

Merchants' Book-keeping Made Easy

A monthly record of goods bought.

A definite monthly sales total.

It dispenses with guessing.

It is good for ten years.

A clean-cut monthly expenses account.

A complete monthly check on credit sales.

Approved by Bankers who have seen it.

It costs $12.50 complete.

For particulars write

SANDERSON-YORKE SYSTEM

26 Manchester Avenue, Toronto, Ont.

SUNSET SOAP DYES
DYE ALL FABRICS
Cotton Wool Silk Linen: In One Dye Bath
Will Not Stain the Hands
Will Not Soil Utensils
Make Old Fabrics Look Like New
FAST COLORS
EASY TO USE
"The Most Wonderful Dyes In The World"
NORTH AMERICAN DYE CORPORATION

SIZE 28 IN. X 40 IN.

Send for this

New Sunset Window Display

Free to Sunset Dealers

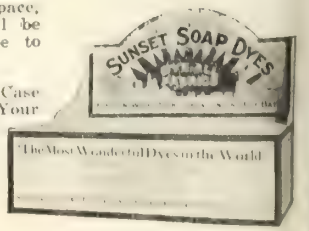
Sunset dealers, NOW IS THE TIME for your SUNSET WINDOW. Dress it up with this brand new, attractive cut-out, together with Sunset Display case, color card and packages. Your customers are now looking over last summer's things to see what garments can be dyed and made to serve this season at the mountains or shore. Your timely Sunset Window will bring this dye trade over your counter. Send for the Sunset Window display to-day.

Sunset is the One Dye for all fabrics and all purposes. Push Sunset and you are sure of big profits, repeat orders and delighted customers.

This Sunset Display is beautifully lithographed in many colors and is one of the finest pieces of window trim we ever have seen. We shall be glad to send it to you free knowing that the increased business for you will more than justify our expense. Please address your request to

Write us on your letter head stating that you will give the window space, and this beautiful cut-out will be sent promptly without expense to you.

This attractive Sunset Display Case contains one gross assorted. Your jobber can supply you.



North American Dye Corporation, Ltd., Toronto, Canada

Ask your jobber for prices and discounts, or write to

Harold F. Ritchie & Co., Ltd., Toronto, Canada

SUN-MAID PROFIT

Our Advertising Puts This Into Your Till

Thirty-eight million Sun-Maid advertisements are entering the better homes of America this year. Sun-Maid customers are in every locality. They live in your own neighborhood. Their number is increasing daily.

Display Sun-Maid on shelf, in window. Let your customers see that you, too, sell these tender, juicy, delicious thin-skinned raisins. It's the brand most women want.

Get **your** share of Sun-Maid business.

Order from your jobber.

Three Varieties:

Sun-Maid Seeded
(Seeds Removed)

Sun-Maid Seedless
(Grown without seeds)

Sun-Maid Clusters
(On the stem)

Growers and shippers of America's all-year nationally advertised brand of raisins.

California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Wholesale Grocery Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

55 Bay Street, Toronto

We invite you to visit our warehouse and inspect our high-class stock. In this new wholesale house your interest and requirements receive first consideration. We specialize in mail order and telephone business.

For conserving butter, use

APROL

contains a higher proportionate amount of the same properties as the very purest olive oil.

A perfect salad and cooking oil.

An unrivalled shortening.

W. J. BUSH & CO. (CANADA) Limited
NATIONAL CITY, CALIFORNIA MONTREAL TORONTO

CROWN BRAND
NORWEGIAN
SARDINES
IN OLIVE OIL

ARE
THE IDEAL LINE FOR THOSE
of your customers who
demand a
Medium Priced Sardine

Supplied by the wholesale grocery trade

John W. Bickle & Greening
Hamilton, Ontario

A Sweeping Demand

Dust is dangerous. It is the duty of every merchant who handles necessities of life to eliminate dust as much as possible.

Dust rising before the sweeping broom lodges on the shelves, the merchandise, the display counters, carrying with it all the deadly contagion of disease.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

—is a non-evaporating, wood preservative that cleans the surface of floors and *prevents dust from rising.* You can sweep your floors without danger of raising the dust if you treat them with Imperial Floor Dressing. One gallon will treat a floor surface of from 500 to 700 square feet, and one application will assure you of clean and dustless surroundings for months.

Stock up! The spick and span appearance of your store will demonstrate effectively the dust-killing qualities of Imperial Floor Dressing and help you sell it.

"Made in Canada"

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication

Branches in all Cities

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's
COFFEE
ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal

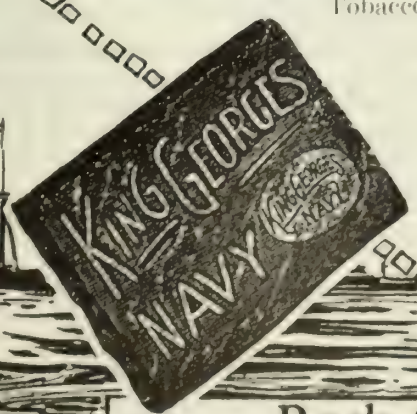
KING GEORGE'S
NAVY
CHEWING
TOBACCO

keeps the cash register ringing

In grocery stores all over the Dominion the sweet, "toothsome" goodness of Rock City Tobacco is winning more and more chewers to its constant use.

And grocers featuring this popular chew find their trade considerably increased and their profits greatly augmented by Rock City sales.

If you are not already a Rock City dealer we suggest a trial supply immediately.



Rock City Tobacco Co., Ltd.

A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

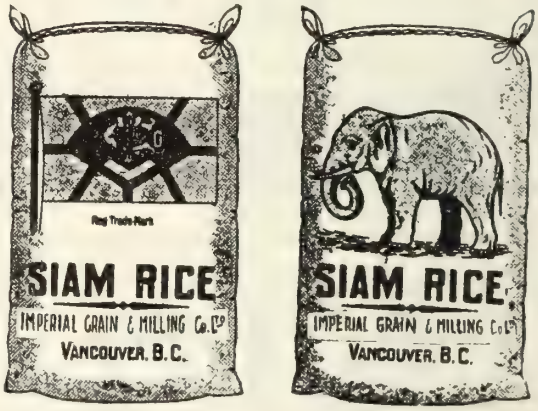
Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

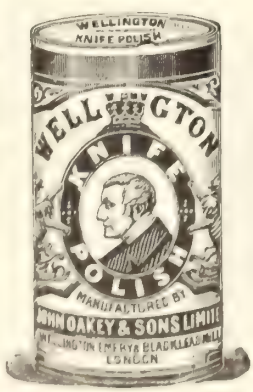
Importers and Exporters
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

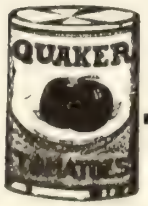
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocer's co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Vancouver Office of
Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

ALBERTA

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Say you saw it in Canadian Grocer, it will identify you.

EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits

are quite apparently the

Biggest Package for the Money

NATIONAL BISCUIT & CONFECTION CO., LIMITED, - VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

JOHN PRITTY. Ltd. Merchandise Broker and Manufacturer's Agent
Head Office : REGINA, Sask.
Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy and Creamery), Rice, Beans, Canned Fruits, Dried Fruits, Nuts, Raisins, Dates, etc.
An energetic Western organization with lots of experience and efficient sales organization.

HERALD BROKERAGE CO.
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

CAN GIVE YOU THE

SERVICE

WHICH SPELLS

SUCCESS

in the marketing of your products.

LET US SHOW YOU.

"BEST IN THE WEST"

Head Office: WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?

MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries Pipes, Cigarettes, Tobaccos and Smokers' Sundries

MANITOBA
SASKATCHEWAN

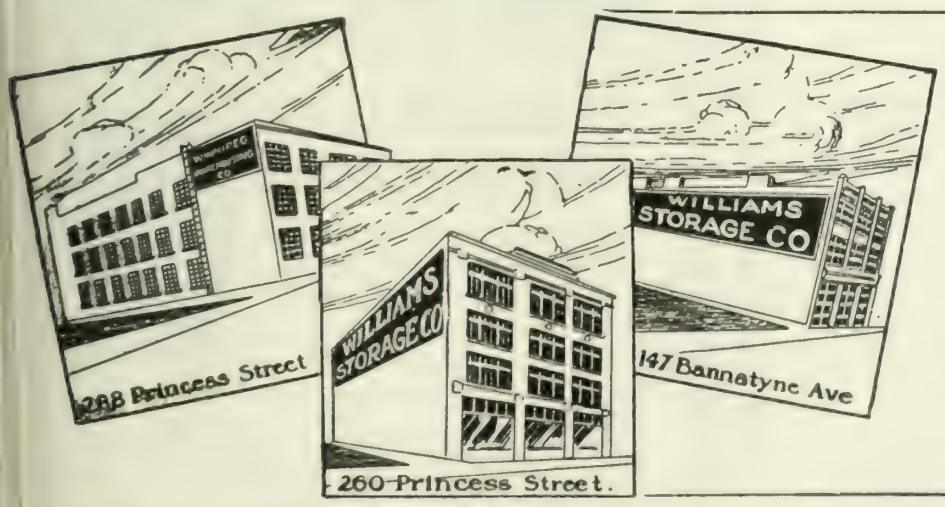
Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

MANUFACTURERS—This Interests You

Does the RETAILER Know Your Products?

If Not, WHY Delay! HE Should Be YOUR Best Friend

Do YOU NEED a real, live selling organization of SPECIALISTS to introduce to him what you have to offer?

We work the RETAIL TRADE, and are in a position to guarantee RESULTS.

Will you let us handle YOUR LINES and show you what we can do?

DONALDSON PHILLIPS AGENCIES LIMITED, 124 Pacific Building, Vancouver, B.C.

MANUFACTURERS AGENTS WHOLESALE GROCERY AND PRODUCE BROKERS

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

Mention This Paper When Writing Advertiser

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGill College Ave. Montreal

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
13 St. Francois Xavier St., MONTREAL

SYDNEY and CAPE BRETON
business is worth your especial consideration Get best results by appointing a resident broker to look after your interests. Nine years connection. A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs — Pois et Feves — Produits Alimentaires
Importers & Exporters — Peas and Beans — Food Products
ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311 Residence 6383
98 St. PETER ST. QUEBEC

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.
D. W. ROSS COMPANY
Agents
MONTREAL

When Writing to Advertisers Kindly Mention this Paper

Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents :

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

Superior Brand Macaroni

The new Macaroni that is all its name implies.

Superior in Flavor
Superior in Quality
Superior in every way

Superior Macaroni is made from the finest Canadian hard wheat flour by experts in a bright, modern factory.

Look over your macaroni, vermicelli and spaghetti stock and try a sample order of Superior Brand—*the macaroni that is really superior.*

Selling Agents for Canada:

Sainsbury Bros.
Toronto

VANCOUVER, B.C.
134 Abbott St.

WINNIPEG, MAN.
510 Confederation Life Bldg.

MONTREAL
116 St. Nicholas Bldg.

HALIFAX
223 Hollis St.

The Superior Macaroni Co. Ltd.
Toronto, Ont.

MACARONI

A Product that Is Becoming More Popular Daily

People have realized that macaroni is one of the most nutritious foods produced, and, as a result, wholesalers are finding a more extensive sale than ever for this product.

We have secured the privilege of marketing in Canada, Sweden and the British Isles—one of the finest grades of macaroni produced—"SUPERIOR BRAND"—made by the SUPERIOR MACARONI COMPANY, TORONTO.

A systematic selling and advertising campaign, coupled with the increasing public demand, should make "SUPERIOR BRAND MACARONI" one of the most active selling commodities.

Get in touch with your wholesaler now for a sample order.

SAINSBURY BROS.

REPRESENTATIVES

Vancouver Winnipeg Toronto Montreal Halifax

ALSO AT

San Jose, California London, England Stockholm, Sweden

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 42 Silvester-Willson Bldg.	Bowring Bros. & Co.	J.W. Gorham & Co.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd , Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouve .

Gives all-round Satisfaction

Garton's Custard shows good profit to the salesman — pleases the customer, and thus induces repeat orders.
Carton's Custard is being widely advertised and is certain of a steady and increasing demand.
Sold in cartons and tins.

Garton's CUSTARD

W. G. Patrick & Co., Ltd.
Toronto, Montreal

S & M Bulk Chocolates

These delicious hand-dipped chocolates are made in a large variety of Nuts, Fruits and Hard centres, coated with light and milk coating.

Write us for prices and discounts.

Correspondence solicited from jobbers.

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg. Montreal

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave. Montreal

Another 'bumper' week

What with travellers' orders pouring in on us by hundreds, telegrams for car lots and mail orders constantly increasing, last week was a pretty busy one *but—every order* went out on time, and we are ready this Monday morning for a still greater record.

Every week this year has shown an increase. The sales of 'Salada' are now well over *a million pounds ahead* in the five months.

Can 'quality' speak any plainer?

"SALADA"

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

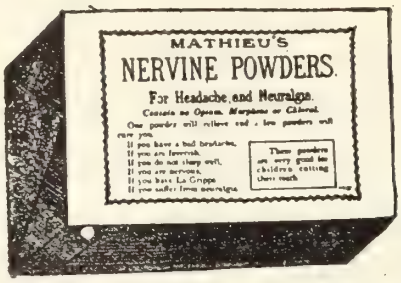
Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



A GOOD SUMMER LINE

for grocers and one that is not only profitable but is also a highly efficient satisfaction winner.

MATHIEU'S NERVINE POWDERS

They are absolutely free from all injurious drugs and contain no morphine, chloral, cocaine or opium and their excellent curative properties invariably win steady repeat orders.

Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

We have just received a shipment of Norwegian Sardines, consisting of:

FJORD QUEEN BRAND, smoked Sardines (bristling) in pure olive oil ¼ Dingley tins, 100 each to case.

SHIP BRAND, smoked Sardines in pure olive oil ¼ Dingley tins, 100 each to case.

VERONICA LABEL, plain tins, unsmoked Sardines (slid) in oil Club tins, 100 each to case.

Also included in the shipment:

BERGEN BRAND, Smoked Herring in Tomato Sauce, ½. Oval tins, 100 each to case.

These goods are packed by the second largest packers of Sardines in Norway, The United Sardine Factories of Bergen, and we are their representatives for Eastern Canada from Ontario to the Atlantic Coast.

Write or phone for prices and samples.

J. W. WINDSOR, LIMITED

Montreal, Quebec

Wiser to Keep Stocked Up

"SORRY, Ma'am, we're right out." "Oh, well, never mind. I'll call in again, perhaps."

But you know very well your customer goes on up the street to the store of your competitor, and tries again there.

Customers hate to be disappointed when they want Red Rose Tea. Rival merchants and pedlars can't affect your tea trade if it is built solidly on Red Rose.

Red Rose Tea

"IS GOOD TEA"

Does This Apply to You?

The Department of Inland Revenue at Ottawa has seen fit to establish by Order-in-Council a standard of quality for Baking Powder, and a ruling is now in effect that all Baking Powders must have a minimum gas strength of 10%.

EGG-O Baking Powder contains at least 13% gas strength when it reaches the grocer and it really depends on him how long it retains that standard.

There are several causes for Baking Powder deteriorating, chief of which is exposure to moisture impregnated atmosphere; for instance, storage in a damp cellar or warehouse. Then again it is often piled on shelves which are built against an outside wall that sweats. This means that the atmosphere along this wall carries a large amount of moisture, and in time affects the Baking Powder.

There are, therefore, two things concerning Baking Powder a grocer should remember: First, store in a dry place, and second, always move your old stock before offering new goods for sale.

The very fact that the Government has seen fit to take a stand in this matter proves that Baking Powder is perishable and manufacturers, knowing this, try at all times to protect their customers and product. They cannot control its sale.

The grocer is just as responsible as the manufacturer for Baking Powder reaching the consumer in good condition.

We urge all our grocer friends to co-operate with us by keeping the Baking Powder dry and selling old stock first.

Egg-O is kept in stock by all jobbers.

The Egg-O Baking Powder Co., Ltd., Hamilton, Canada

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

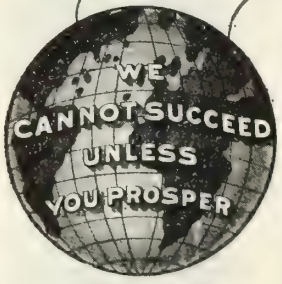
From coast to coast these "All-British" quality lines have won the confidence and approval of the Canadian housewife — a fact that is to-day spelling big turnovers for Canadian grocers.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

NICHOLSON - RANKIN LTD.

WHOLESALE
GROCERY BROKERS
IMPORTERS
EXPORTERS



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

We are pleased to announce to the trade that we have completed our organization in the Prairie Provinces of Western Canada by establishing our own branch offices; under capable and experienced managers, as follows:

REGINA, Saskatchewan—under management of Mr. J. C. Ryan.
SASKATOON, Saskatchewan—under management of Mr. Ross L. Forbes.
CALGARY, Alberta—under management of Mr. William H. Dingle.
EDMONTON, Alberta—under management of Mr. Harry M. Judge

NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, JUNE 11, 1920 No. 24

Wholesale Grocers Press for Change in Sales Tax as It Now Stands

Storming Ottawa with Propaganda Asking that Two Per Cent. Tax be Imposed by Manufacturer, Instead of One Per Cent. Now by Both Manufacturer and Wholesaler. Extract Men Get Explanation of Alcohol Tax.

NO NEW developments have taken place in the new taxation laws as CANADIAN GROCER goes to press. Considerable propaganda work is being carried on by the Wholesale Grocers' Association, in an effort to have the sales tax imposed at the source of supply, and to have the manufacturer pay a tax of 2 per cent. This is urged rather than the present method of collecting 1 per cent. from the manufacturer and likewise the wholesaler. Finance Minister Sir Henry Drayton is being literally stormed with requests that this method of collecting 2 per cent. from the manufacturer be substituted in place of the regulation as it now stands. A. C. Pyke, secretary of the Wholesale Grocers' Association, told a representative of CANADIAN GROCER that every effort is being put forth to have Ottawa see the sales tax, as applicable to the grocery trade, in this light. He stated that many manufacturers were willing that this method of collecting the tax be adopted and thus eliminate any unfairness that might react to the disadvantage of the wholesale grocer. Mr. Pyke remarked that the wholesalers were hopeful that such an amendment would be made to the budget, and believed that with this change in the sales tax law it would be generally viewed with satisfaction.

A Lawyer's Budget

No further action has been taken by the Retail Merchants' Association, following the deputation to Ottawa last week. The retail merchants of Saskatchewan, now in convention at Moose Jaw, heard some pointed remarks at the opening on the budget by Dominion President J. R. Banfield. He expressed the belief that there was still some chance for changes in what he termed the lawyers' budget. He was of the opinion that it was a mistake to have lawyers draft legislation, when it is essentially within the scope of retailers.

RUMORS OF CHANGES IN LUXURY TAXES

Ottawa, June 8.—(Special.)—Discussion of the budget resolution in committee will engage the Commons during the present week. The resolutions calling for the imposition of the tax of one per cent. on sales by wholesalers and manufacturers, and of the new excise duties on luxuries will be taken up. They will likely give rise to considerable debate. There are rumors that some changes may be made in the luxury tax schedules.

Alcohol Tax Only Applicable as It Comes Out of Bond

Representatives of the manufacturers of extracts waited on the Finance Minister last week, in reference to the luxury tax of two dollars per gallon on alcohol, and asked for further light as to how it applied to extracts. Interviewing Frank Shirriff of the Imperial Extract Co., Toronto, in regard to the matter, CANADIAN GROCER was informed that nothing definite in the way of changes in this particular clause of the budget was promised, but Mr. Shirriff stated that it was intimated that the tax of $2 per gallon would apply to alcohol only as it came out of bond, and not as contained in a manufactured essence. Mr. Shirriff would not definitely state that this was the real explanation of the tax as applying to essences, but there was a hint that such might be expected. "The tax already on alcohol is about $2.40 per gallon, and with an additional luxury tax of $2 per gallon," Mr. Shirriff stated, "the prices of extracts cannot fail to be higher. Pure extracts contain fifty per cent. alcohol, and it can be easily seen that advances in quotations are inevitable. Extracts that are not pure contain a considerably smaller amount of alcohol, but these, too, are bound to be affected by the tax."

Prices Already Higher

Charles Cherry, of the Pure Gold Manufacturing Co., Toronto, was also a member of the deputation that went to Ottawa, and like Mr. Shirriff, he was of the opinion that the two dollar luxury tax, would only be imposed on the alcohol as it came out of bond, and not additionally on a manufactured article, of which it is a part. "We have already raised our prices," Mr. Cherry stated, "to meet the new taxes, placing the tax right on the invoice, and the wholesaler and ultimately the retailer figure the added charge in their quotations. The tax on alcohols as it comes from band is $4.40 per gallon, as there has been already an excise tax of $2.40. Consequently there was no alternative but to raise prices to meet the extra two dollars that constitute the luxury tax."

How About Baking Powder?

C. M. Wrenchall of White Swan Spices and Cereals, Ltd., Toronto, told CANADIAN GROCER that no definite amendments were promised, but the clause relating to extracts was made clearer.

Another point that was taken up by Mr. Wrenchall was the fact that certain cereals were exempt from the sales tax, while others were taxed on the ground of not being food essentials. Gluten flour now carries the sales tax and it was pointed out to Sir Henry Drayton that gluten flour was absolutely necessary to the diabetic. Baking powder is another article that carries the sales tax and it was explained that baking powder was a food essential because certain foods could not be made palatable without it. The Finance Minister took a note of all the points brought up and

(Continued on Page 51)

Gasoline Service Sells Other Lines

Accommodation for Motorists is Not Only Profitable, But Brings Business in Many Other Grocery Lines—Window Displays Also a Factor, Says James L. Hewson, Oakville, Ont.

MERCHANTS situated along the motor roads have a great opportunity to increase their business by the installation of a gasoline tank in front of their stores. The advantage of the stores so situated over other stores not so happily located is certainly to be envied. The profit on a single gallon of gasoline is not very large, but when it is considered that there is an opportunity to sell 50 to 100 gallons a day the profit is then not to be ignored. Then there is the motor oil. Motor oil costs from 60 cents a gallon up, by the barrel, and it is sold at 20 to 25 cents a pint. This shows a very handsome profit.

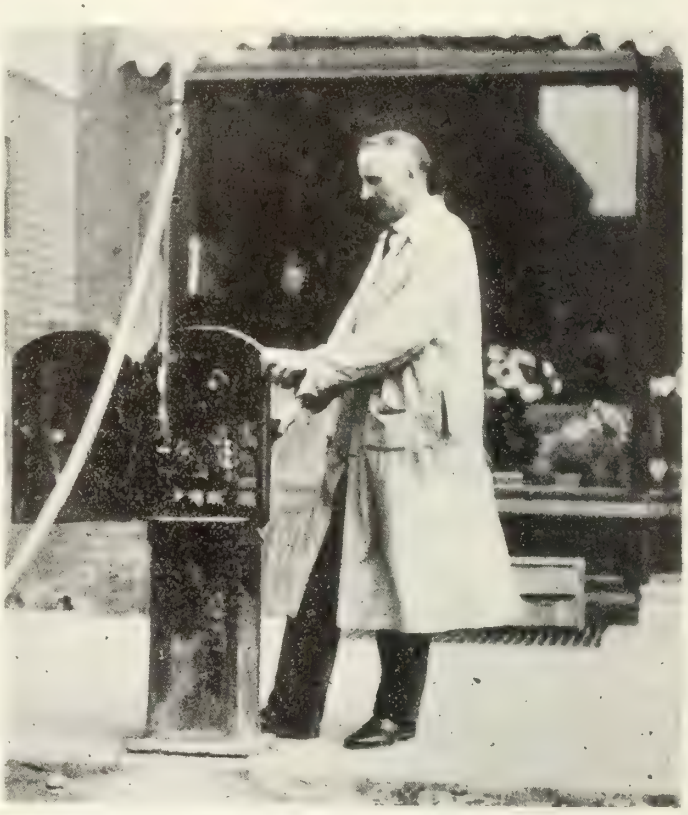
Another feature is that when the motorist goes into the store to pay for the gasoline and oil, he will usually buy something else and perhaps before he gets away he has spent several dollars.

Boy Sells Gasoline

"The most successful method of handling gasoline," stated James L. Hewson, Oakville, to CANADIAN GROCER, "is to have a boy especially for that purpose. During the summer season when the motor season is at its height, and we are also busy in the store, it is quite a difficult matter for the clerks to give good service. With a boy it is different. His whole time is devoted to giving service to the motorists, pumping the gasoline and oil or perhaps getting a can of water. It all makes good business. It is very rarely that another sale is not made. It may only be a couple of cigars, but still it is something. Very often when a car drives up for gas with the whole family aboard, we get real business. While waiting for the car to be replenished with fuel, the party will come trooping into the store. Good sales are made very often in this way. One will suggest one thing, another something else, and before they go out, quite a sum is spent."

Where Window Displays Count

Jas. L. Hewson always has attractive window displays which help materially in getting business from passing motorists. Fresh fruits, vegetables, cut flowers and chocolates are tastefully arranged to catch the eye of the passerby. Very often a window display of picnic edibles, such as canned meats, olives, pickles, biscuits, salad dressing, meat sandwiches, olive butter, peanut butter, paper napkins and other good things that are especially adapted for the outdoor lunch are displayed in an enticing manner that bring a lot of extra business. "When Toronto fair was on last year there were hundreds of cars passing here every hour during the day," said Mr. Hewson, "and I put in a window display of ———— high-grade chocolates and during that time there were more boxes of chocolates passing out our door than ever before. It appeared to me that nearly every car stopped for a box of chocolates. It was great business."



Jas. L. Hewson, Oakville, Ont., manning a profitable gasoline pump.

Growing Scarcity of Tin Plate Serious

Can Manufacturers Withdraw Prices for Packers' Cans—Situation is Said to be Alarming, in View of the Approaching Activity in the Canning Industry

THE growing scarcity of tinplate with its corresponding effect on the canning industry, is such as to be the cause of alarm. According to a recent announcement of the American Can Company, this concern has withdrawn prices for packers' cans. With the canning season about to open up the situation in the United States, as well as in this country, is serious. The New York Journal of Commerce is the authority for the statement that the reason for this withdrawal of prices, lies in the fact that there is no appreciable volume of tinplate available. Can manufacturers have been operating at less than 50 per cent. capacity for months, due to the inability to get at any price or at any terms, necessary supplies of tinplate. This comparative inactivity is occurring at a time when normal conditions, 100 per cent. capacity is required to meet the country's needs.

Recovery of tin can manufacturing awaits only one thing, says the New York Journal of Commerce, recovery of transportation facilities in the United States. The tinplate people are in the same position, and the same is true of the steel mills.

Confectionery Defined

The Department of Inland Revenue has issued the following definition of the new budget as it affects the confectionery business, both wholesale and retail.

"Confectionery includes candied peel, candied popcorn, candied fruits, candied nuts, sweetened cocoa or chocolate paste or liquor in blocks or cakes weighing one pound or less, and pies or cakes, biscuits, or other pastry that are candied or iced.

Saving Waste Paper Paying Proposition

Many Grocers Are Increasing Their Revenue by Saving Waste Paper, That is Now Bringing $28 Per Ton, With the Likelihood of Even Higher Quotations—Merchants Using Balers

THAT available supplies of pulpwood are fast becoming depleted, there seems to be good grounds to believe, newsprint papers advancing to high levels, rendering the saving of waste paper a profitable measure at this time. Newsprint paper has jumped to an enormous figure. A few years ago it was purchased at $30 per ton. To-day it is costing $110 per ton and on October first it will cost $135 per ton.

Vast Amount is Wasted

The vast amount of paper that is wasted, burned or otherwise destroyed is enormous. Paper mills are equipped with machinery to re-convert all sorts of waste paper into useful material. Cardboard, biscuit boxes, candy boxes and cartons are all made from waste paper, and if sufficient waste paper cannot be procured for this purpose, then the better material, which should be used for the manufacture of the higher grade paper, must be used for the purpose of making the lower grades of cardboard.

Apart from the fact that it is the duty of all merchants, and citizens also, to save waste paper, there is the monetary value. Eighteen months ago waste paper, such as accumulates around grocery stores, when baled, was worth $6 a ton. In February last it jumped to $20. To-day, it is worth $28 a ton f. o. b. Toronto, and the market is strong with every indication of further advances. The most systematic method of collecting waste paper is to procure a baler. A baler will not take up any more space in the cellar than a garbage barrel, and all that is necessary when the floor is being swept is to separate the paper from the other sweepings and dump it into the baler, which takes up no more time than the dumping of all the rubbish together. One of the largest buyers of waste paper in Canada stated that it is essential that the paper should be dry and free from foreign material. He cited an instance where nearly a complete bale was ruined by the carelessness of someone dumping a few rotten oranges into the baler. The moisture in these decayed oranges, instead of drying up, was absorbed by the paper, which spoiled nearly the whole bale.

Threw Victory Bonds Away

Many and varied are the stories related by buyers of waste paper. There is one story of where there was the loss of Victory bonds to the value of four thousand dollars and subsequently found them nicely baled with the waste paper. At another time a large store had been missing parcels from the order department and upon investigation, it was discovered that these parcels had been carelessly dropped on the floor and had been swept up by the cleaners and eventually found their way to the paper baler. If this firm had not been saving the waste paper, this carelessness would never have been exposed and the business would have had to stand a loss of several hundred dollars. Bales are often found to contain valuables, bricks and chunks of cement. Close check is kept on bales for valuables which are always returned to the rightful owners. One buyer of waste paper stated to CANADIAN GROCER that they find everything from gold watches to dead cats and that they had accumulated very nearly enough bricks in a year to build a house. There is one bank in Toronto, and not the largest by any means, whose waste paper savings amount to five hundred dollars a month, and there is another one that received last year a trifle over three thousand dollars. The price of waste paper last year was just about one-quarter the price it is to-day.

Many Grocers Use Balers

There are many grocers and other stores who make a systematic business of taking care of the waste paper. F. Simpson & Sons, Toronto, have been using a baler for several years and their waste paper amounts to between three and four hundred pounds a week. T. A. Rowat & Co., London, Ont., saves the waste paper too, also D. W. Clark and Michie & Co., grocers, Toronto. Although $28 a ton is paid for all kinds of scrap paper found around a grocery store, a great deal more than this is paid for other kinds of scrap paper. Newspapers when baled are worth $35 a ton, and magazines bring $55 a ton. These prices are all f. o. b. Toronto.

Electric Coffee Mill Has Greatly Increased Sales

THERE is a vast difference in the method of selling coffee in the retail grocery to-day to that of a few years ago. Many a grocer can recollect the small hand coffee mill that used to repose serenely on the back counter and took nearly a half hour to grind a pound of coffee, or perhaps the large mill that stood as high as a man, and used up a two-man power to run it, occupying four square feet of floor space. Compare these old mills with the modern electric coffee mill that takes up very little space and is a handsome piece of furniture. There are many merchants who state that a modern electric mill has increased their coffee sales fully three hundred per cent.

"Since putting in the electric coffee mill our coffee sales have increased wonderfully," stated R. H. Stewart, Sherbourne Street, Toronto, to CANADIAN GROCER upon the occasion of a recent visit. "One day last winter a woman came into the store, when we were grinding coffee and remarked how nice it smelt, and stated that she was an American living for a short time in a near-by apartment, and that she had difficulty in getting the coffee that suited her taste, but this smelt so nice she would try it. A day or so after, she returned and said that was just the kind of coffee she liked and that she was returning to the United States, but eventually she intended to return and take up her residence in Toronto, and when she did would come and deal with me. That was in the early part of last winter and I had completely forgotten the incident until the lady returned a couple of months ago and said she was now settled in Toronto and would like me to send her over an order. She has become a good customer. Her business averages $150 a month."

R. H. Stewart has the coffee mill installed near the front door, where the sweet, appetizing odor of the grinding coffee permeates throughout the store, and is often wafted through the open door to greet the passerby. This little tale, as related by Mr. Stewart, just goes to show that a little whiff of freshly ground coffee will very often bring big results.

The Dominion Commercial Travellers' Association presented 330 pairs of gold cuff links to members of the body who had served overseas or to the next of kin of those who had fallen, 33 in number. Only about a hundred attended the presentation in Montreal on Saturday last, many residing in other towns and districts. Gen. W. O. H. Dodds read the roll call and presented the souvenirs.

Co-Operative Buying is Also Needed

"We Co-operate in Selling and I Feel We Should Also Co-operate in the Selection, Transportation and Preservation of Our Raw Materials," says H. A. Telfer in Recent Address on "Commercial or Industrial Economics."

THE following address on "Commercial or Industrial Economics" was delivered by N. A, Telfer, of Telfer Bros., Ltd., Toronto, at the annual convention of bakers and confectioners, held in Montreal recently:

"In my introduction of this subject of commercial or industrial economics I know that other minds as well as my own are feeling the truth of the same ideas and the absolute need of careful thought and study of the subject, and I think this is a very opportune time to get open discussion on the proper steps to be taken as far as our particular industries are concerned. The advance that Great Britain has taken in this respect is very significant. The experience that she has gained is having, and will continue to develop, a very marked effect on her industrial life, and this development, from a competitive viewpoint, we are bound to feel. The interest and trend of our universities in their creation of their faculty of commerce as a part of the study of the fine arts, shows their realization of the necessity of education of industry, with the development of the human brain with powers to comprehend.

Natural Resources the Basis

"The basis of reasoning of industrial or commercial economics is the recognition of securing and training and allowing the skilled man to do the job, whatever it may be, instead of being subjected to a dictated policy from some other source instead of the old form of administration. For comparison—modern business methods and what it has grown into, as against the old idea of what business was, and still being clung to by the ultra-conservative type of business men, who have all been very good in their day, but we now have to recognize and admit that a new order of things exist as modern business can no longer be governed by business administration alone (in the old sense of the word), the technically trained men have to be taken in between. The basis of economics is our natural resources, and instead of the former rule-of-thumb method we recognize that a more advanced, skilled and trained effort has to be introduced, and naturally conducted by the skilled men.

Co-operative Buying

"If this is so, that the trained man in the capacity of a purchasing agent or buyer as an executive, or the owner as such, they naturally want to meet and ask for some form of solid organization and economically link up, were the consolidation of buying on a co-operative basis, where they can, directly with the producers. We co-operate on the question of selling, and to balance this up I feel that we should also take a step further and co-operate on the more important question of the selection, transportation and preservation of our raw materials, the development of our executives as buyers . We only have to look back at the example of the information compiled by our food boards throughout the war, and we, as separate industries, should develop our skilled buyers through some central agency, where the information and statistics can be compiled through collective data only.

"The strongest point in my effort and support of the suggestion of co-operative buying is the fact that we (as a firm) believe and try to maintain the creative work of our own initiative, or in other words, the development of our own goods, with the intention of off-setting the older idea of copying and imitating other firms (positive points) and in this connection would refer to the general attitude of salesmen in order to show the good points in their goods, show the negative in the goods of their opposition instead of the salesman being fully skilled in their own goods and equipped to educate their buyers on this point instead of the militant idea of being equipped to fight the other fellow.

"If this step of co-operative buying is decided upon I feel that it is only the beginning of an economical and productive effort of our particular industry as a whole, and besides being in our very best interests personally, or it can be viewed from the national viewpoint or the country as a whole. The linking up of a central organization with information at first hand of both quantities and quality of our raw material requirements and other manufactured products, is very far-reaching—standardization, distribution, etc. The larger the plants and their operations, the greater benefits in proportion as against the same ratio of losses in proportion to the present system.

"I also advocate the separating and specialization of the biscuit industry from the confectionery, as I claim you cannot think of biscuits and confectionery at the same time. In the fact, however, that these industries are linked up together in Canada, this point will have to be determined by your executives. A similar step was taken of co-operative buying by the American independent biscuit manufacturers, when they formed their purchasing association, but it was done with another object in view, viz., a question of competition in purchasing with the so-called combines. Their operations have been very successful and it has not only allowed the independent firms the opportunity of expansion, as the direct result of their association, but it has curbed the effort of further combines, and I think we must admit, as Canadian manufacturers, in our particular industries, that we are practically in the same position as the American independent firms. On the one hand we have the competition of Great Britain, with her abilities to select and transport raw materials from any point of the world, and on top of this her great experience gained throughout the war; while on the other hand we have the big business, forced production, and advertising abilities of our American competitors. Therefore, I trust that as the result of even the introduction and the discussion of this question, that the result will be the realization that we, as Canadian manufacturers, not only see the necessity but realize that we are compelled to take this important step to not only hold our present position in the world's commercialism but our development for the future.

Illustrating the interior of the store of W. J. Hopgood & Son, at Halifax, N.S. It will be noticed that computing scales are much in evidence and are so placed as to save steps and facilitate the filling of orders.

New Equipment a Feature in this Store

"Up-to-the-Minute Fixtures Make for Convenience and Facilitate Trade, as Well as Give Store an Enviable Appearance," Say Hopgood and Sons, Halifax, N.S.

COUNTERS, display cases, scales, lights, refrigerator, shelving, cash register and accounting system, all form a part of the most up-to-the-minute equipment in the store of Hopgood and Sons, Spring Garden Road, Halifax, N.S. The careful arrangement of stock and equipment gives the store an enviable appearance of modernized prosperity.

The big feature in the store's general appearance is a practically unbroken plate glass front, of about fifty feet, running smoothly into a round corner, and a side street window, which gives the store exceptional window display capacity, and makes the displays remarkably conspicuous and effective.

Utilizing Space

A special feature of the stock arrangement in the Hopgood store is the utilization of the space between the top of the shelving and the ceiling. In many stores this space is left bare and unattractive. "My idea in displaying stock," says Mr. Hopgood, "is to attract the attention of customers and make sales. For this reason I believe in using all available space in which attractive displays can be made. This space between the shelving and the ceiling is really too valuable to be wasted. As you can see it lends itself to a greater variety of display than can be made on the shelves, and the goods we place over the shelves always stand out from the other stock, and invariably attract attention. And then, of course the freedom allowed in this space permits us to show many lines of goods that would not fit into the shelves, or in fact anywhere else in the store very well."

NEW LINE OF RICE FROM BRITISH WEST INDIES

The Belgo-Canadian Trading Co. of Montreal has imported a new line of rice from the British West Indies, that is so similar in all respects to Carolina rice that in many instances it is being sold as such. This is a relief to the rice market in view of the present shortage, especially when it is considered that the new rice can be sold considerably cheaper than the present price quoted on rice.

The London "Times" reports that large consignments of sugar are being shipped from Great Britain to the United States. Some of these shipments, it says, have recently arrived from the West Indies.

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EDITORIAL BRIEFS

MODERN store equipment assists the merchant to display his merchandise in such an attractive manner that many an extra sale is made to keep the cash register ringing merrily.

* * *

TO GET all the profit out of the bacon and cooked meat department of the retail grocery, it is necessary to eliminate the waste. The installation of a modern meat slicer will just do that.

* * *

THE old grocer who used to get to the store at seven o'clock in the mornings and grind coffee with the old hand coffee mill for an hour or so, can better appreciate the convenience and value of a modern electric coffee mill.

* * *

DRIED pieces of cheese caused by uneven cutting when cheese is cut by the old-fashioned, wasteful method are eliminated by the use of a modern cheese cutter which cuts and weighs the cheese at one operation.

STORE EQUIPMENT KEEPS DOWN EXPENSES

STORE equipment and accessories have always been an important factor in the retail store. It is doubly so now that the cost of all commodities has reached such high figures. These high prices mean closer weighing and measuring. By that we mean, that the correct weight and measure should be given, no more and no less. This is easily accomplished by the modern computing scales now on the market. The finest scales will not prevent incorrect weighing unless the clerks—and the proprietor also—are carefully instructed as to the proper use of scales. Every person using scales needs frequent checking, because it does not take many fractions of an ounce given in overweight to make a considerable loss.

Proper bins and receptacles to contain bulk goods are an absolute necessity if labor is to be kept to a minimum. Counters and wall cases that are equipped with bins are great labor-savers, besides permitting the merchant to give better service. "We have saved the wages of one clerk since installing bin equipment," stated a retail grocer.

Modern bin equipment is dust and vermin proof and enables the merchant to handle bulk goods easily and rapidly in a clean, sanitary manner, a factor that is appreciated by everyone entering the store.

BRITISH COLUMBIA HALF-HOLIDAY

NOW that the summer season is here and many stores in cities and towns throughout Canada are closing one-half day a week, it is interesting to note that the Province of British Columbia has enacted a law whereby all places of business, with the exception of confectionery, drug and fruit stores, restaurants and places of amusement, are compelled to close one-half day a week throughout the year from one o'clock noon until six o'clock the following morning. The day on which the half-holiday is to be observed is to be decided upon by a vote of the electors in each electoral district at the annual civic elections. The day can only be changed by vote at these elections and proper notice must be given by advertising. This half-holiday does not apply to weeks wherein another holiday occurs. The half-holiday generally observed is Wednesday, but there are a few towns where places of business close other days in the week, even on Saturday. The hour for closing in the evening is six o'clock with the exception of Saturday. There are some towns, Vancouver for instance, where stores close every evening at six, including Saturday.

Equipment Saves the Cost of a Clerk

Considering the Cost of Modern Fixtures at $1,000 It Is Estimated That the Time of One Clerk at $20 Per Week, Which It Will Save, Pays for the Equipment in a year—Equipment Cheaper Than Man-Power.

By HENRY JOHNSON Jr.

HARVARD'S latest investigation reveals one striking condition in the grocery business; that merchants whose turnover is highest and net earnings greatest in percentage are usually those who have paid some attention to the economics of internal arrangement. Those men have given thought to the most costly commodity they handle—TIME. For time and its corollary, man-power, must enter into all our calculations. It enters whether we note it or not. It is the most extensive thing we buy. The wise merchant will not waste it.

Some twenty-five years ago we, in our store, got the notion that sugar was not a profitable item because the margin was less than the average expense of operation. That is a commonly accepted notion and, in passing, I may say it is wrong. But we thereupon rearranged our store, keeping what we regarded as profitable goods forward and putting the "unprofitable" item 'way back out of sight.

What we had not taken into account was the fact that, whether we would or not, we must sell just about so much sugar—twenty per cent. of our turnover, probably—and therefore must "tote" it across all that extra space. After a particularly busy, hot and trying Saturday, one of us got thinking of that extra fifty feet from the main counter to the sugar. He passed it off roughly and calculated how often that distance had been traversed. We felt that the journey was made on the average of not less than a hundred times daily.

Saving Three Hundred Miles a Year

That showed five thousand feet a day, or just short of a mile. In an average year that meant 300 miles of walking, waste energy, lost time. Believe me, we got that sugar relocated promptly! It seemed to us that as we had to handle that commodity "without profit," we should be wise at least to cut the expense of handling it to a minimum. We concluded that facts were better than theories. We grew to prefer cents to sentiment.

Many times after that I watched grocers work. I saw men walk twenty feet to a scale and back—forty feet, shuttling during the whole day to get goods in constant demand. I wondered why they thought they were saving money by not having extra scales. Count the time and energy against the cost of any scale you can think of and the scale will be earned several times each year. It will prove an investment which yields large returns.

The last store I fitted up had scales

HENRY JOHNSON, Jr.

everywhere. Nobody had to do much more than swing around from any location in the store to reach a scale. The money put into them was a prime investment. Having got started rearranging the store to save steps, we kept at it. We studied daily how we might cut the travel from goods to counter. We located cones of twine and rolls of paper all over the shop to save seconds.

The result was very tangible. It got to be said that we handled more goods per man than any other store in several townships. The counter books used to show scales of $75 to $90 for the three or four behind the counter, and each put up himself practically everything he sold. That meant that, counting every employee, the turnover was probably $1,400 to $1,500 per month each, at a time when goods were valued at about a third what they cost now.

New Furnishings Help Vastly

But it was when we fitted up the new store complete that we carried this idea to its logical conclusion. The space under every counter was utilized entirely, not a cubic inch of waste room. Everything was concentrated as closely as possible. A man could wait on trade, reaching most things in common demand, and hardly move ten feet in any direction.

But here is a point suggested which did not occur to us, which you can put into effect. Take your sales slips for a month and tabulate the goods sold. Make a column for each item. Then total the column! My impression is that you will be much surprised with the result. You will find that you are travelling miles per month of perfectly avoidable distance. Estimate the time taken on each journey and figure up the total cost. You will discover that you bill for waste time is a very large percentage of your total wages expenses.

Carry it further. Step from your front counter scale to where you usually pile your cabbage and step back again, counting the steps. Calculate how often that trip is made daily. Figure out the cost against the price of a scale in your vegetable window, convenient for service.

There is a phase of difficulty here. The change of some commodities from distance to proximity will go far to remedy the difficulty, but not all. For in place of certain things moved nearer, others, now near, must be put further away. So thus you have saved, but you have not saved all the loss. How to make the greatest saving possible?

Equipment Cheaper Than Man-Power

Carry the idea clear through. Figure up what a set of fixtures which would concentrate practically all goods within reach, convenient, handy, accessible, yet protected, would mean to you. Then you will be converted, as I was, to the best planned fixtures anybody can devise.

Consider the cost of equipment of this character. Let us say it is $1,000. If it saves the time of one man at $20 per week, the entire cost will be wiped out in a year. Remember, too, that he does not need to be much of a man to get that sum nowadays. After the first year it will earn 100 per cent. velvet annually. If it saves only half that sum it still will pay 50 per cent. a year.

This reasoning applies whether the saving is made on a hired man or your own time and energy. Every minute used in service costs so much whether the expense is visible in the outlay Saturday night or not. If you can save your own time to devote to something besides needless stepping you are apt to join the few who make the extra net earnings whom Harvard digs out in its annual investigations.

Cutting the Rental

Such study tends to result in another big, valuable discovery: That likely you have a store much bigger than you need. It is one of the commonest and most costly mistakes grocers make to have too much room.

I have done business in three stores during the past fifteen years, each successively smaller than the former one. In each move I have done a vastly better, larger business. In the first store there was 7,500 feet space altogether, 3,200 in the salesroom. There we did $33,000 to $35,000. In the second we had 4,800 feet and there we did $60,000 to $65,000. The salesroom in that store contained 2,200 feet. In the third

we had 5,000 feet altogether, but only 1,800 in the salesroom. There we did $75,000 to $89,000.

Making some allowance for difference in values between a staple trade and one progressively more fancy, there still was great economy of operation in the smaller spaces. You can see this idea exemplified in any large city. Look at New York, Chicago or Los Angeles and see what big businesses are conducted in spaces that will seem very cramped to you. But note also the economy of operation. Then you will not be surprised to learn how nice a net profit these men earn.

Subletting at a Profit

"I know a grocer in Southern Canada who cut out twenty-two feet of front by forty deep and rented it to a butcher, retaining the back end for storage. Thereby he cut his salesroom in two in the middle. He saved a lot of heat and light and any number of needless steps. He did this by concentration of stock in modern equipment.

At another extreme is a grocer in Birmingham, Ala., who did much the same thing. He cut out and rented a full store front, retaining the rear. He did not cut the width of his store behind, but he saves a lot of walking. He did this with modern concentrated equipment.

Both those merchants have lessened expenses by subletting space not really under greater concentration of stocks. It's all right to run a "big store" if you have real use for it; but if it be only a matter of vanity, it won't get you very far. Space should be kept at such minimum as will keep you hustling to find room for things. Then you will avoid another great waste of profit possibilities—overstocking.

Meat Slicer Eliminates Waste and Increases Sales of Bacon

"THERE is no doubt about it, a meat slicer increases sales," remarked Jackson Forde, of Forde & Co., West Market Street, Brantford, Ont., the other day. "We have had a meat slicer now for many years, and we have found, that not only does it increase sales, but we never have any waste. It is the only way to cut up bacon and ham that makes it possible to sell at a profit. With a slicer you can cut up bacon any size of slice a customer desires, and while it is not very often that people ask for any particular thickness, there are some patrons who do, and we are ever ready to give them the service they request. The grocer with the meat slicer will draw other trade to his store as well, for people will go to the store where they can get their bacon nicely sliced, and in buying their bacon they will buy other lines as well."

Asked to whether he had any difficulty disposing of ends of bacon, Mr. Forde replied that he had not. The slicer made it possible to cut up a bacon pretty close, eliminating waste, and rendering the entire side a profitable sale.

"Computing Scales Essential in Conducting a Grocery"

"THOSE scales have never been out an ounce since I installed them," remarked Arthur Harp, Colborne Street, Brantford, Ont., to a representative of CANADIAN GROCER recently, in commenting on the value of this particular computing scale in his business. "I have two of them, and they certainly have proved their worth. In fact I don't think I could get along without them now. The accuracy of these scales is their strong recommendation. The mechanism is all enclosed, and the quickness with which weights can be computed facilitates business in a way that cannot be surpassed."

Mr. Harp has a large computing scale placed conspicuously in the front of his store, chiefly for the convenience of customers, who are anxious to weigh themselves. "It is a fine advertising 'stunt' for the store," Mr. Harp added. "It is surprising the number of people who come in here to be weighed, knowing how conveniently the computing scale is placed, and that they can be weighed without bothering anybody."

Do you think you get any business by having this scale situated as you have?" Mr. Harp was asked by the CANADIAN GROCER representative.

"I know for a fact I do," he replied. "Display is a big feature in my store, and apart from regular family trade, I get a lot of catch business. Very often a person won't come into the store for the sole purpose of finding his or her weight. In nine cases out of ten they will buy something, and if you have your goods attractively shown, you will sell every time." "I use that table there," he continued, pointing to a long table along one side of the store, "for display purposes, and it sells more goods for me than anything else in the place.

"Modern equipment, generally speaking, and the best computing scales you can buy, are essentials to the successful carrying on of any grocery."

Old-Fashioned Way of Cutting Cheese Only Makes for Waste

"THERE was so much waste in the old-fashioned way of cutting cheese, that the cutter has more than paid for itself, many times over, since I installed it," remarked Arthur Colbeck, Market Street, Brantford, Ont., in commenting on the advantages of a modern cheese cutter. Mr. Colbeck, of course, has had a cheese cutter for a great many years, and believes that the cheese cutter, like other modern equipment in a grocery store, accomplishes a great saving. In the old way, the cheese was always exposed, and in the cutting off of a pound, it was not always possible to estimate it correctly. Mr. Colbeck usually purchases a cheese weighing around 40 pounds, cuts it in half, putting a half on the cutter at a time. This cheese cutter apportions the half into pounds, making twenty portions, and renders the serving of customers comparatively easy.

Grocer Should Have Shelving Adaptable to Grocery Trade

"Many retail grocers seem to be under the impression that shelving, counter, etc., which are in the store they take over, are adaptable for the grocery business," remarked a business man to CANADIAN GROCER the other day.

"Even if a merchant builds his own store, the shelving is usually included in the contract. This viewpoint, however, is not correct, as in many cases shelves, counters, etc., have been used for a dry goods, hardware, or other lines; in fact, are adapted for those lines and not for the grocery business. The grocer must remember that he is a specialist in foodstuffs and that "well displayed is half sold." It is ultimately a paying proposition to scrap the original shelves and counters and replace them with modern shelving, built especially for the business in which he is engaged.

"Overhead expenses, the bane of the grocer at the present time, can often be cut considerably by using proper store equipment. Store space can be saved, which means a smaller rent and in many cases less help is necessary. The merchant should use equipment adapted to his own business.

"The average grocer to-day cannot sell much lower than the other fellow, margins are too close, so it isn't always a matter of price but of general satisfaction in the goods and the way they are handled."

Modern and Convenient Equipment Makes Shopping Easy in New Davies Store

New Retail Store of Wm. Davies Co., Limited, at 29 Queen St. W., Toronto, is One of the Best Equipped Retail Meat and Provision Stores on the American Continent—Everything Conducive to Pleasant Shopping Abounds.

THE new retail store of the Wm. Davies Co., Limited, at 29 Queen St. W., Toronto, to which the company has just transferred its downtown business, constitutes a striking and outstanding illustration of how marvellously retail merchandising has developed of recent years.

Not only from an architectural point of view, but also from the more important standpoint of utility, this new establishment—which is the headquarters of this company's extensive chain of retail stores—may, without exaggeration, be classed as one of the most attractive and best equipped retail meat and provision stores, not only in Toronto, but on the whole American continent.

Beauty of display—comfort and convenience for the shopper—have all been combined; and no expense or trouble has been spared to erect and equip a retail establishment where everything is conducive to pleasant shopping, and where the comfort of the purchaser has been studied from every angle.

Modern to the last detail

Stepping from the street into the cool atmosphere of the interior, the visitor is impressed by the spaciousness and airiness of the store. The ceiling is arched and lofty, and in addition to the usual ventilation a special system has been installed whereby pure washed air is circulated every few minutes, thus keeping the atmosphere refreshing and pleasantly cool.

Considerable care has been exercised in laying out the various departments for the convenience of the shopper, and inasmuch as the salesmen do not have to handle cash, they are in a position to render better sales service to the customer, and to perform their duties quicker and without waste motion or time. A cashier's office occupies the centre portion of the right-hand counter, and all purchases made in the store are paid for here. The customer is handed a duplicate slip at the time of the sale, which, in turn, is presented to the cashier when payment is made.

The store has a 36 ft. frontage, and is entered from the street through a handsome revolving door. The ground floor is devoted entirely to fresh meats and provisions, the downstairs section (which is approached by a marble staircase, leading from the rear of the main floor) being arranged for the display of fresh and smoked fish, and general groceries.

Provision Section

Extending on each side of the main floor, along the walls, are 80 ft. of scientifically refrigerated marble-topped counters. All food products on these counters are effectively displayed entirely under glass, the latest system of refrigeration ensuring a cold uniform temperature even during the hottest days. The same condition also applies to all meats, fish, etc., shown in the window. The left-hand side of the store is devoted to fresh meats, and offals (all under glass), while on the right-hand side are featured fresh meats, cooked meat, sausage, and general provisions such as lard, shortening, margarine, and dairy products.

The displays of meats are particularly inviting and effective, and the large platters used for this purpose are kept constantly replenished with the choicest and freshest supplies.

In this connection a unique series of lockers has been installed underneath the counters for the storage of supplies. These lockers are refrigerated and are so equipped that, when the sales clerk opens the door, the interior is automatically illuminated by electricity, the light being extinguished as soon as the door is closed. These lockers, or compartments are kept constantly filled with fresh cuts of meat and other products, so that as soon as any article is sold from the counter it can be replaced, thus maintaining a uniform and complete counter display.

Exterior view of the new Wm. Davies Co. store at 29 Queen St. W., Toronto, showing a very handsome store front.

Order and Efficiency

A striking atmosphere of good order and efficiency prevails everywhere. There is ample space behind the counters for the salesmen to perform their duties easily and comfortably. Modern equipment abounds on all hands, from the up-to-date slicers in the provision section to the latest type of computing scales, a large number of which are in use throughout the entire store. The gleaming white walls and marble counters with their shining glass showcases the restful semi-indirect system of lighting the clean red-tiled floor, which affords a pleasing note of contrast amid the whiteness of walls and ceiling— all these suggest coolness and sanita-

tion. There is plenty of space in the centre of the store, and access to each department, even when the store is well-filled, can be gained without crowding.

No cutting of carcass meat is done in the store. A large cutting room at the rear provides facilities for all this work, thus leaving the salesman free to devote all his attention to serving customers. Apart from a little slicing of meat, no cutting at all is done behind the counters.

Groceries and Fish Downstairs

The approach to the basement is gained by a wide marble stairway, broken halfway down by a spacious landing which can, if necessary, be utilized for special demonstrations or displays. The same architectural and decorative scheme is carried out in the basement as upstairs. Refrigerator equipment similar to that on the ground floor has been installed, and under glass-topped counters are displayed every variety of fish—the fresh fish occupying the right-hand side of the store and smoked or cured fish the left-hand side.

The cashier's office faces down the store, while at the further end is situated the grocery section, equipped with up-to-date fixtures and replete with an attractive assortment of staple groceries needed by the busy shopper.

The floor here is also of red tile. Accommodation for bringing supplies into the store has been amply provided for by means of an elevator to the street level. This descends into the basement, where are separate refrigerated storage rooms in which fresh meats and fish can be held until required. A tracker bar, running the entire length of the basement on one side, permits of carcass beef being brought from the chill room to another elevator where it is hoisted to the cutting room at the rear of the main floor. Here it is cut up for display purposes and placed in the show cases and in the lockers underneath the counters.

Head Office on Second Fioor

The exterior of the new store is striking and uncommon. Tall plate glass windows rise to a height of twenty feet from the ground level, and besides providing excellent light for the interior of the store, lend, at the same time, a very imposing and beautiful effect to the outside appearance of the building. The exterior decoration is white and green, with the firm's name appearing in artistic gold lettering on a white facia.

The building is four floors in height. The head offices of the retail business of the company are situated on the second floor, while on the other floors dressing rooms, lunch rooms, and assembly rooms have been fitted out. This feature is one which provides comfort and pleasure for the working staff in their leisure moments, and is another indication that this firm has the well-being of its employees at heart. Nothing has been left undone in the equipment of the whole establishment which detracts from the assertion that it is the finest store of its kind on the continent.

An Auspicious Opening

The opening of the new store took place on Monday evening of last week, and was an auspicious occasion. With bright music provided by an orchestra of six pieces, and with palms and flowers forming a tasteful decorative scheme, the doors were thrown open to the public. Many availed themselves of the opportunity to visit the store for the first time on a tour of inspection, and expressions of admiration were heard on every side. The excellent display of food products was one of the finest and most complete ever seen in Toronto, and visitors to the establishment were courteously taken through by members of the staff.

The company is justly proud of its new home—an establishment which is a distinct credit to Toronto and the advantages of which the housewives of the city will no doubt gladly welcome and appreciate.

NUTRITIVE VALUE OF BUTTER

What is the nutritive value of butter, expressed in calories, according to Government analysis?

What is the value of oleomargarine?

These questions were asked in Parliament the other day and were answered as follows:

1. Butter—Calories per pound, 3,558.92; calories per kilog. (2.2 lbs.), 7829.62.

2. Oleomargarine—Calories per pound, 3,699.70; calories per kilog., 8,139.34.

Nothing except the Mint can make money without advertising.—Gladstone.

Showing the ground floor of the new Wm. Davies Co. store at 29 Queen St. W., Toronto, looking toward the front entrance. On this floor there are 80 feet of refrigerator counters for displaying both fresh and cooked meats.

This illustration shows the basement of the new Wm. Davies Co. store, described in the preceding pages, where are situated the fish and grocery departments. Notice the spacious stairways leading from the ground floor.

Makes Interesting Comparison of New and Old-Style Equipment

"The Most Important Advantage of the Modern Bins is the Ease and Facility with which They Can be Handled," Says William Carroll, of Hamilton, Ont.—Advantages from a Sanitary Standpoint, Too.

THE numerous and important advantages of up-to-date bin equipment in the grocery store have been fully demonstrated in the experience of William Carroll, the Hamilton, Ont., grocer, who controls a chain of eighteen stores in the Ambitious City. For the past twelve years, Mr. Carroll has been using modern equipment in his stores, and in an interview with a CANADIAN GROCER representative he made an interesting comparison of the new and old-style store equipment.

Are Easily Handled

"The most important advantage of the modern bins is the ease and facility with which they can be handled," said Mr. Carroll. "Take a drawer that will hold 120 pounds and you will find it mighty difficult to pull open and shut. It is a strain on the clerk, and it uses up valuable time in the rush hour. With the up-to-date bin, on the other hand, you have merely to pull the handle, and the bin opens to you by tipping on its pivot. It closes, too, with as much facility. Thus time and labor are conserved. The modern bin can have a capacity of 140 pounds, and yet require no Hercules to handle it.

"Again, there is the all-important consideration of conserving space in the store. The modern bins are so constructed as to afford the maximum service and at the same time to utilize the minimum amount of space. Congestion behind the counter during the busiest hours is also relieved. Clerks can pass another of their number, who is serving from an open bin, without difficulty, whereas under the old conditions they would be tripping over a person who was wrestling with a heavy, cumbersome drawer.

Sanitary Advantages

"From the sanitary standpoint, also, the modern equipment has every advantage. Every bin is so constructed as to be a closed compartment, and dust and vermin cannot get in.

"Each bin, moreover, is an efficient salesman. The neat show case in front places the product continually on view to the customer, without exposing it to the atmosphere, dust, and to dirty fingers.

"Finally, there is the difference in the appearance of a store which has the up-to-date equipment. In my opinion there is no comparison between the old and the new bin facilities from the standpoint of appearance. In our stores the modern bin equipment lends the distinctive feature which is at once observable to the customer. There is nothing, in my opinion, that would take its place."

CREDIT REGISTER SAVES OVER-TIME WORK

At the end of the counter near the door stands a large credit register in the Nott Grocery Store, on Sorauren Ave., Toronto. In referring to the credit register, Mr. Nott called it one of his best friends. "Before I got it," he said, "I was coming back to the store night after night to post up the ledger, which made a great deal of work and in addition I had to send out my accounts every month. To-day my bookkeeping is over when I close the door and every customer has an account totalled up-to-date, which they can pay at any time. I certainly would not be without the credit register for anything."

CANDLE FACTORIES IN AFRICA

Six candle factories in South Africa have an output valued at $3,000,000 annually

Dix.—"I wonder why a Scotchman always says 'hae' for 'have'?"

Dix.—"Possibly it's on account of his thrift. He saves a 'v' every time he does it." "Boston Transcript."

Modern Equipment Better Service

"In planning this store, I wanted to have three things in particular: system, cleanliness, and ample room for increasing our stock. I have found that the arrangement of the shelves has a great deal to do with securing the maximum sales. Goods piled neatly on the shelves are not only attractive, but ornamental. I believe in keeping a logical place for everything. There is no necessity of making a big display of the necessities. They will be asked for. The most prominent place should be reserved for a line for which a demand has to be created."—W. S. JOHNSON.

Best Business Methods and Convenient Facilities Tend to Ideal Service in a Grocery Store, Believes W. S. Johnson of Lennoxville, Que.—Has Coal Oil Pump on Main Floor—Also Caters to Motor Trade, With Gasoline Pump at Front Door.

By Staff Correspondent CANADIAN GROCER.

In the Johnson store at Lennoxville, Que., there is a place for everything, and all conforms to the idea of convenience, consistent with the best possible service. The space underneath the windows is made into cupboards. Here is kept paper, twine, bags, and all sundries that are not for immediate use. All bulk cereals, sugar, flour, tea, and dried fruits are kept in hinged bins, just beneath the shelves and behind the counter. Butter, cheese and vegetables are kept in the glass refrigerating counter at the rear of the store.

MODERN equipment abounds in the store of W. H. Johnson at Lennoxville, Que. The store some months ago replaced an old frame building, and the new grocery, as it now stands, and, as the accompanying photograph will indicate, represents one of the finest in Eastern Canada.

There are two large front windows, one on either side of the entrance. These are finished in varnished maple with the enclosing screen, a white panel framed with carved maple. In this connection, it may be said that the window dressing is simplicity itself and yet it is attractive. In a recent window display there were three small hoops that were wrapped with red tissue paper. In one hoop there were piled about one dozen oranges, in another, apples, and in the last, lemons.

In the opposite window there was simply a pyramid built of a well-known household cleanser.

A Spacious Interior

The inside of the store is quite in keeping with the well-finished appearance of the exterior. The most striking feature is the airy spaciousness. The ceilings are all finished in white. The electric fixtures are installed with large frosted bowl shades that so diffuse the light as to eliminate all dark corners. One feature that may not be noticed at a glance, but nevertheless lends an airy appearance to the store, is that there is absolutely nothing attached or hanging to the ceiling except the electric fixtures.

System the Secret of Satisfaction

On the left-hand side as one enters the store is the main counter, a display counter of a modern type. The glass containers in the front of this show dried fruits, nuts and biscuits.

System, Cleanliness and Space

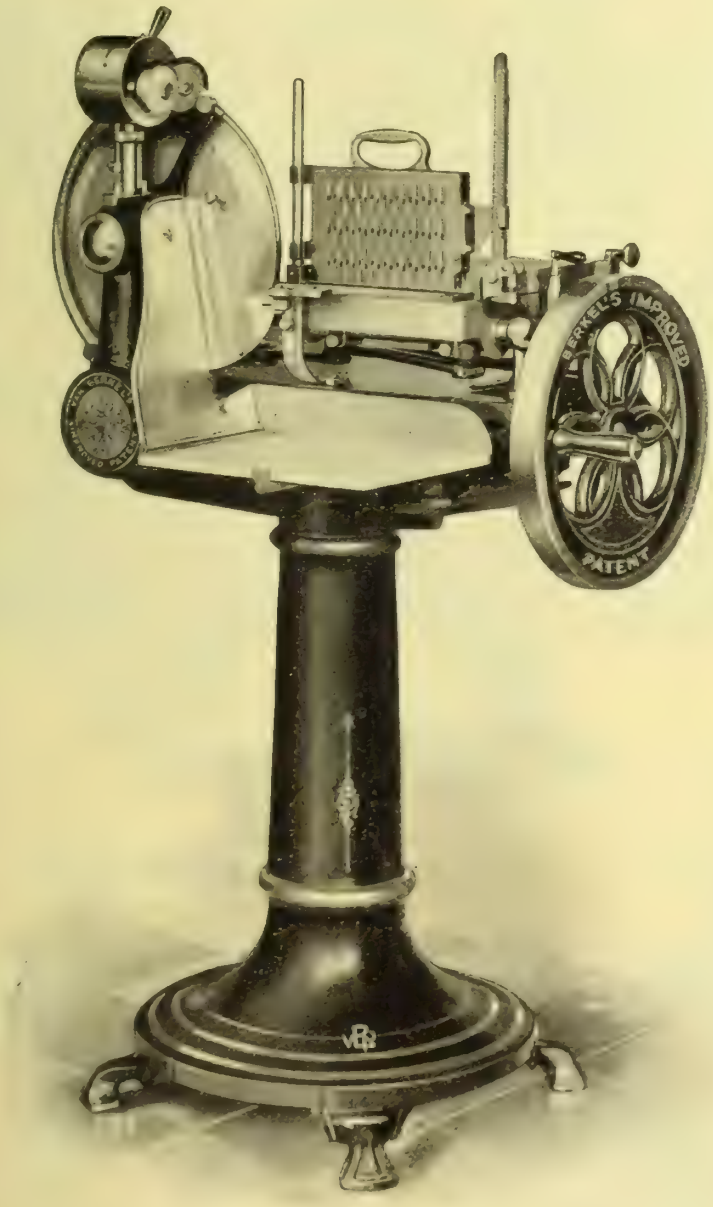
"In order to carry on a successful grocery business," remarked Mr. Johnson to CANADIAN GROCER, "a man must adopt the very best business methods to give his customers the best service and the best return for their money. In planning this store I wanted to have three things in particular, system, cleanliness, and ample room for increasing our stock, as I hope to do before very long. We have adopted the cash and carry system and I believe that our customers and friends are better pleased with that way of doing business than the old way. It is very satisfactory in a small town. More than that, people feel freer to come in and look around. With this plan, the price is distinctly marked on each article. I believe it stimulates business. I have noticed lines selling freely in this way that were really very slow before. The reason for this, I believe, is that people did not realize how very reasonable the prices were that have attained the reputation of being very high during the war. I have reference in particular to canned goods.

"Another thing I have found that the arrangement on the shelves has a great deal to do with securing the maximum sales. Goods piled neatly on the shelves are not only attractive but are ornamental. I believe in keeping a logical place for everything. There is no necessity of making a great display of the big sellers or the well-known necessities. They will be asked for. The most prominent place should be reserved for a line for which a demand has to be created. It is in this line that the most money is to be made. It is my intention to make this a specialty store in grocery

(Continued on page 58)

Modern equipment abounds in the store of W. H. Johnson at Lennoxville, Que. Notice the fine counter with biscuit display bins, also bins for vegetables. A refrigerator counter for meats and provisions is a feature, as well as a pump on the main floor for kerosene. A broom rack along the side of the wall provides a useful bit of equipment.

The Van Berkel is the choice of Canada's finest provision store



The splendid, new Wm. Davies retail store described in this issue is equipped with three

VAN BERKEL PATENT SLICING MACHINES

Chosen after careful investigation by the Wm. Davies Co., from the world's slicer market.

To the thousands of Canadian grocers who have tested the durability and performance of these efficient slicers, this news will be expected since it is but fitting that *Canada's finest provision store should be equipped with the world's best slicers.*

The Hobart Manufacturing Company

149 Church Street, Toronto

WINNIPEG BRANCH:
Ryan Bros., 110 James, East

VANCOUVER BRANCH:
424 Cordova Street West

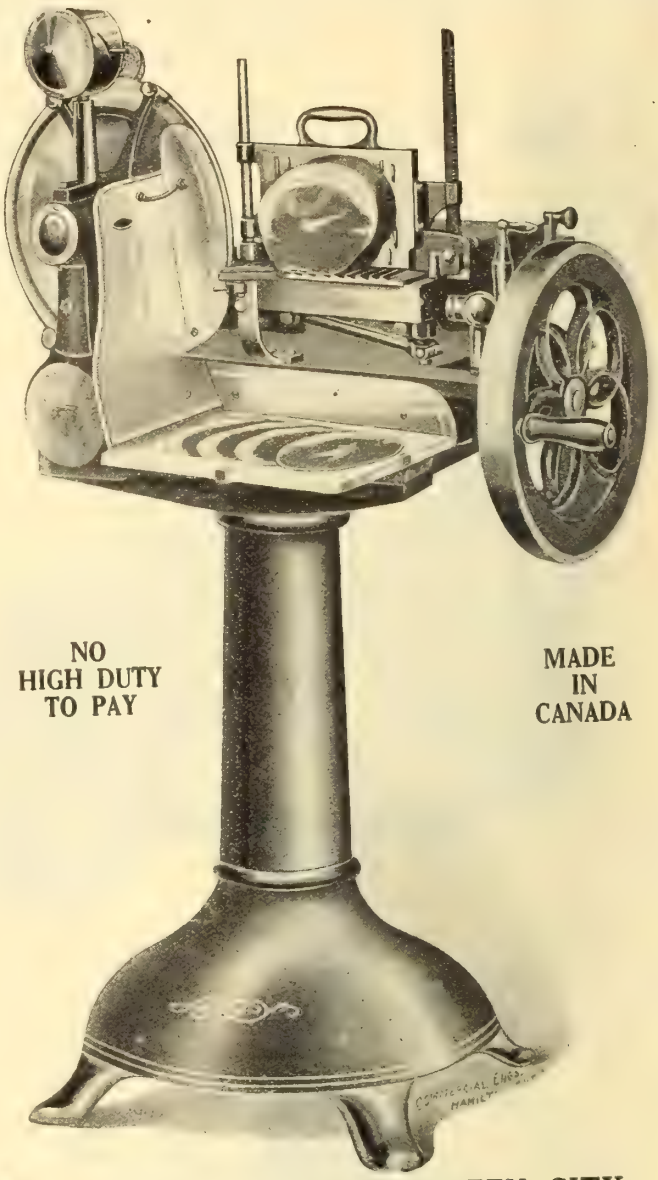
The Toronto Slicer

This is acknowledged to be the best slicing machine made. We know it but you don't have to take our word for it. We will furnish you with a long list of satisfied users. We do not know of a single case where a customer is not thoroughly satisfied and we are selling fully 90 per cent. of the slicing machines in Ontario.

BUILT FOR FUTURE SATISFACTION.

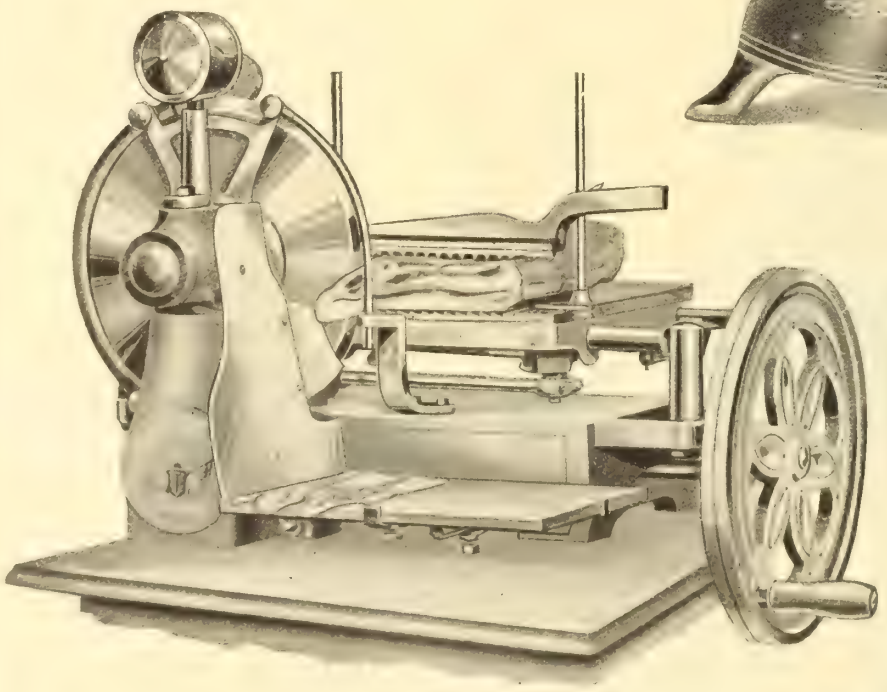
JESSOP'S STEEL KNIFE
BALL BEARING AUTOMATIC GRINDER
MONEL METAL FITTINGS

THE LAST SLICE ATTACHMENT, AND A DEVICE FOR REMOVING THE RIND.



NO HIGH DUTY TO PAY

MADE IN CANADA



FULLY GUARANTEED

The Canada Scale & Slicer Co., Ltd.

Factory at Bowmanville, Ont.

THE QUEEN CITY

This is the best value ever offered.

The new model is now ready and we have made it so good that we almost feel ashamed at the low price we are offering it for.

CUTS BACON AND ALL BONELESS MEATS

HAS MANY OF THE SPECIAL FEATURES OF THE TORONTO.

BALL BEARING GRINDER.

JESSOP'S STEEL KNIFE

THE LAST SLICE ATTACHMENT IS SUPPLIED AS AN EXTRA.

PEDESTALS ARE EXTRA WITH EITHER MACHINE.

For full particulars write to Factory or to nearest agent.

THOS. FERGUSON,
482 College Street, Toronto, Ont.

GEO. CAMERON,
223 Sparks Street, Ottawa, Ont.

F. H. HUNGERFORD,
54 Notre Dame St. East, Montreal, Que.

THE WIDE-AWAKE STORE

This being called the Equipment and Accessory Number of the GROCER, we use this self-explanatory illustration showing both fixtures and accessories. By store fixtures or equipment the trade refers to the bin cases and shelving; cake, fruit, and open cases along walls of a store, also counters, refrigerators and show cases, etc., necessary to fit a room or store building before the stock can be placed for display, sale and distribution to the consumer. These may very properly belong to the building if Walker Bin Equipment, since nothing more convenient or moderate priced is to be had for service rendered.

By accessories you at once think of the delicately adjusted, quick weighing computing scale, slicer, grinder or cash register, which are the speedometer, shock absorbers and self-starters, etc., of the grocery trade. You would not think of buying accessories before you had the car, so begin right by installing Walker bin fixtures, made in styles and lengths to suit all stores. Send floor plan with measurements and ideas you have to work out. We will send sealed plan, catalogue and price for any combination you can best use.

Did you notice that six of the eight or nine illustrations in the Spring Special Number of GROCER had Walker Bin Fixtures?

Carroll's Stores, Hamilton, and W. H. Johnson, Lennoxville, Que., are equipped with Walker Bins. *(See News Section.)*

The Walker Bin & Store Fixture Co., Ltd.

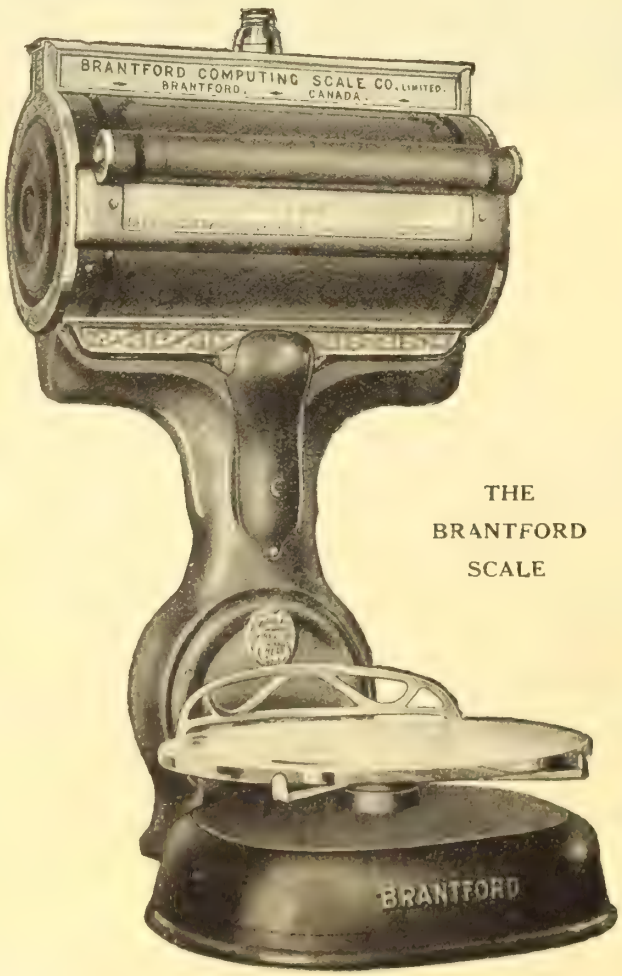
Kitchener, Ontario

Eastern Agents: **J. H. Galloway, Hamilton, Ont.; Letts & Skene, Toronto, Ont.; Geo. Cameron, Ottawa, Ont.; H. O'Reilly, Montreal City; Albert Dunn, Quebec City; C. E. Rioux, Sherbrooke, Que., Quebec Province; R. R. Rankine, St. John, N.B., Maritime Provinces.**

Money-savers and waste of the highest rank--

Brantford Scales an

When you equip your store with Brantford Scales and Slicers there are two things you can depend on—long service and 100 per cent. efficiency. Brantford Equipment is the last word in mechanical perfection, and includes so many, exceptional, added features that it will pay you, Mr. Merchant, to investigate this "Brantford" Superiority before you buy.



THE BRANTFORD SCALE

Saves Time Saves Money

Brantford Scales are agate bearing throughout—they are completely enclosed to prevent dust settling on bearings, etc., —they are made from the finest materials by expert Canadian scale mechanics in our large Canadian factory and their past record has proven them to be the most complete and perfect piece of scale mechanism ever assembled.

There is a handsomely finished Brantford computing scale for every use and a sufficient number of them on your counters will save both time and money.

The Brantford Computing Scale Co.
LIMITED

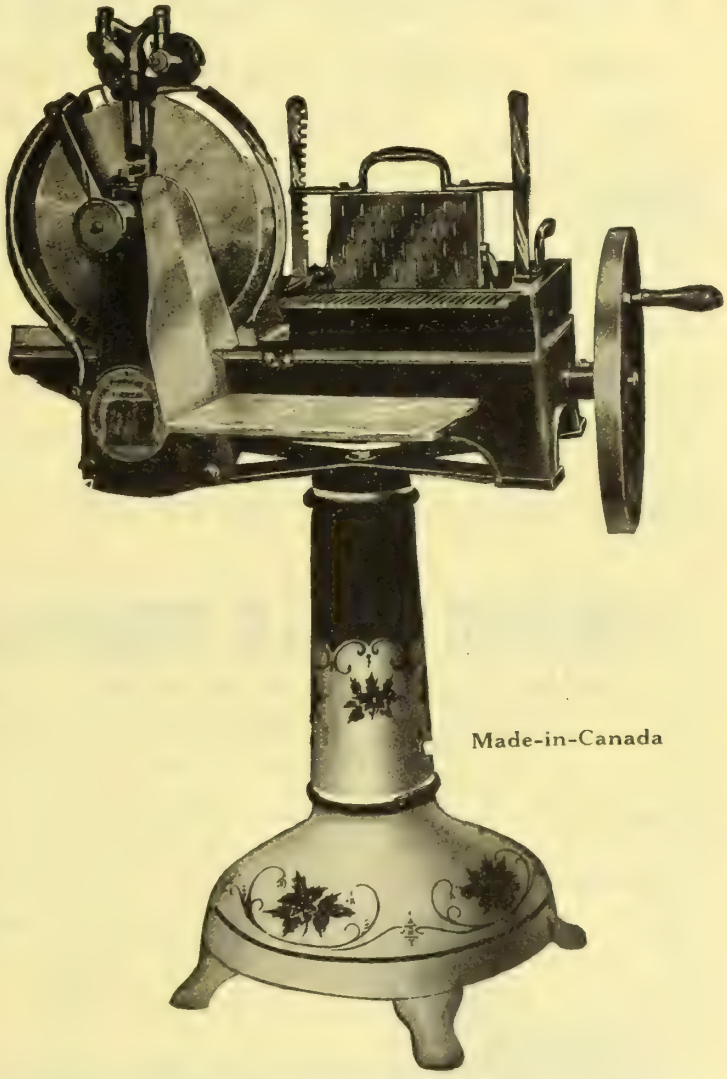
Brantford, Canada

Offices and showrooms in the larger centres.

liminators

licers

he Brantford Slicer is a remarkably nooth and speedy running machine that ves time, gives better service and elimin- es all waste meat ends by cutting them own to the last slice as thick or as thin you wish. They possess many unusual atures, are ball bearing throughout, ndsomely finished and made from the st grade materials. Like the Brantford ale, it has proven itself a money-saver d a waste-eliminator of the highest rank thousands of Canadian merchants.



Made-in-Canada

THE BRANTFORD SLICER

Send for Catalogue

Our Guarantee

Every Brantford Scale and Slicer is guaranteed to give 100 per cent. efficient service and absolute satisfaction and to be accurate and reliable in every way.

The Brantford Computing Scale Co.
LIMITED

Brantford, Canada

Offices and showrooms in the larger centres.

TOLEDO SCALES
ARE USED EXCLUSIVELY IN ALL STORES OF THE WM. DAVIES CO. LTD.

They contain no springs and are not affected, as spring scales are, by changes in temperature.

They automatically give honest weight and guarantee an exactly measured square deal on both sides of the counter.

TOLEDO SCALE COMPANY

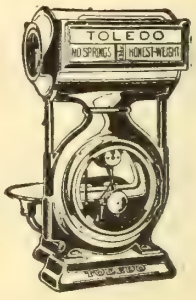
Offices and Service Stations in all principal Cities in Canada

Head Office : 335 Yonge St., Toronto

Factory : Windsor, Ont.

TOLEDO SCALES

No Springs — Honest Weight



High prices make correct scales more necessary than ever. Short-weight comes out of the customer's pocket, overweight comes out of the merchant. Honest weight protects both.

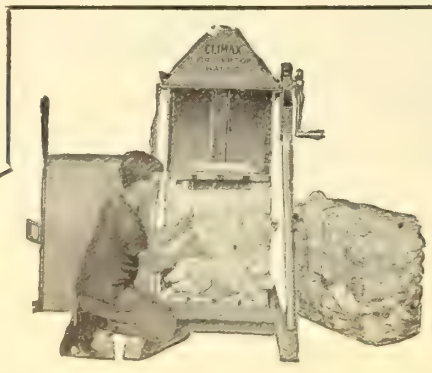
Toledo Scales-No Springs-Honest Weight guarantee a square deal to both customer and merchant.

Look for the sign.

TOLEDO SCALES

No Springs Honest Weight

Made in Canada



High Prices Paid

for all waste paper, straw, cardboard boxes, etc., so do not throw away or burn them. CLIMAX all steel Paper Balers keep them safely and conveniently until ready for selling at $25 to $35 per ton and by this method baler will soon pay for itself.

Reduce your fire risk in this manner and at the same time earn money.

Our service department will find you a market.

Made in Canada. 12 sizes. Write for Free Booklet, "How to Turn Waste Paper Into Money."

Climax Baler Co.

Hamilton, Ont.

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E·PULLAN

6 Maud Street, Toronto

ARCTIC

REFRIGERATORS AND DISPLAY FACILITIES

Now is the time to solve your summer refrigeration needs

No. 375

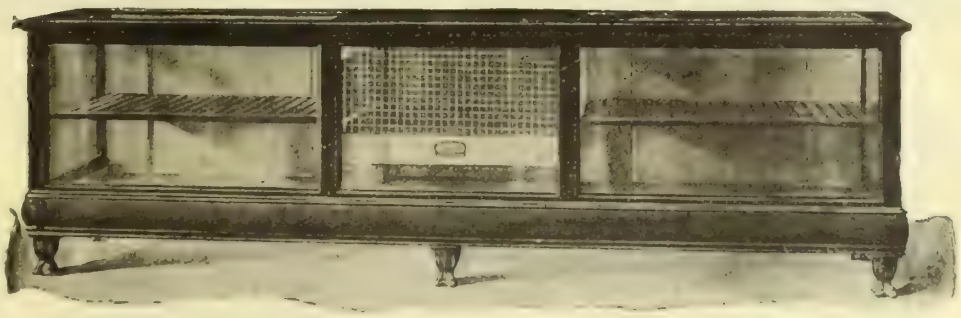
Arctic Silent Salesman Refrigerator

People spend more and buy oftener when perishables are displayed temptingly. Get rid of your awkward unsanitary tables and shelves and give your perishables a chance to display themselves in all their freshness as in the incomparable Arctic Silent Salesman, or in the Arctic Counter refrigerator. Refrigeration equipment such as these two in your store this summer will boost your sale of perishables in an astonishing manner. Write for our illustrated catalogue showing "Arctic" refrigerators for every need.

ARCTIC COUNTER REFRIGERATOR IN TWO SIZES:

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



Write for Free Catalogue and Prices

JOHN HILLOCK & CO., Limited, Office, Showrooms and Factory: 154 GEORGE ST., TORONTO

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; F. G. Harris, Halifax, N.S.

ARCTIC

Eureka Refrigeration Equipment

is the standard for the leading stores

This illustrates the Eureka mechanical refrigeration counters, refrigerator and also office, installed in the up-to-date store of Mr. Wm. Fifield, West Toronto.

Note the business-like appearance.

See pages 33 and 34 in this issue for a description of our latest counter installation in Wm. Davies Co.'s new store in Toronto.

Our service department is at your disposal for advice and suggestion for layout of your store. We are specialists in this work.

Write for our free catalog and submit your refrigeration problems to us. We promise them immediate consideration.

Eureka Refrigerator Co., Limited

Head Office and Factories: Owen Sound, Ontario

TORONTO OFFICE: 11 COLBORNE ST. MAIN 556

Branches: Montreal, Hamilton, Sherbrooke, Calgary, Halifax and Winnipeg

31 little Salesmen talking for you every minute

Sherer Sanitary Grocery Counters

Make it more profitable to—

LIKE the good little fairies that delight the children, here are 31 little salesmen that are on the job every minute, keeping your customers informed about the good things you sell.

The minute a customer looks their way, each little salesman says "Buy me," or "Take me home"—and they all say in unison, "Buy more."

It would cost a lot to hire 31 big salesmen, but you get all of them when you arrange your store around one single Sherer Counter.

There isn't one owner out of the 70 thousand who would part with his 31 little salesmen and all the extra profit they give him.

"MADE IN CANADA"

Sell by the Pound

Write us for the New Catalogue and Terms

Sherer Gillett Co.
Guelph, Ont.

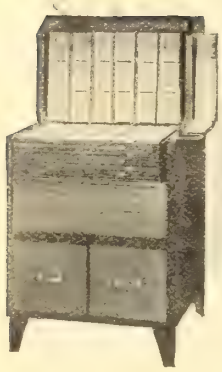
Sherer Gillett Co. Dept. 57
Guelph, Ont.

Send us particulars and terms.

Name _____

Town _____

Prov. _____



Barr Registers Limited

Manufacturers of

THE BARR ACCOUNT REGISTER

Trenton, Ont.

An expert bookeeper at $10.00 per month

Would you like this bookkeeper?

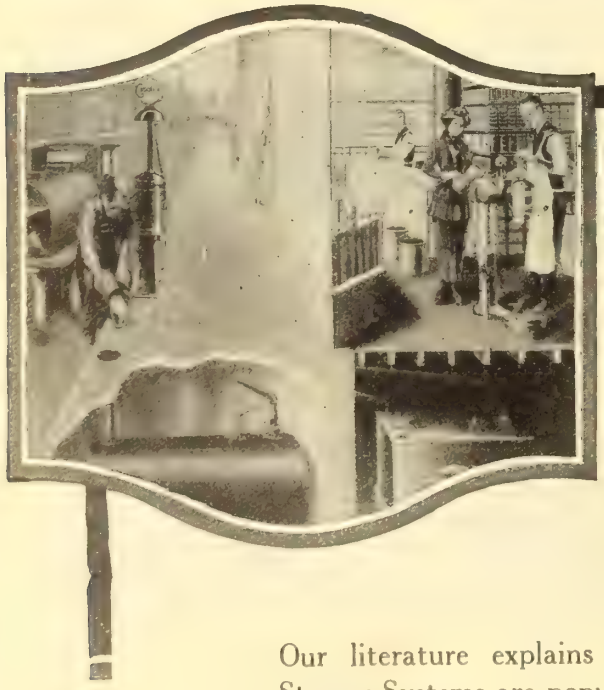
Without keeping a daybook and ledger and with no effort on your part other than writing your counter check slip, to give you the following results:

A. Within 5 minutes, to produce an itemized statement of your customers account when he demands it.

B. To give your customer without offense with each purchase a complete statement of the amount he owes to date.

C. To give you all the items required by the Dominion Government in making up your yearly Income Tax return, within 6 hours after demand.

We place these facts before you and if you are interested our representative will call without expense to you and thoroughly demonstrate.



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store ?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

BY INVITATION MEMBER OF

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.,

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

Riteshape for SERVICE

Put All Bulk Foods in **Riteshape** Dishes because—

1st **The Riteshape** is a wooden dish. It won't spill or spoil the food.

2nd **Riteshapes** give the appearance of appetizing quality to all foods packaged in them.

3rd There is a **Riteshape** for every package. They come in all sizes from ½ to 10 pounds.

4th The **Riteshape** is a clean dish—it is scientifically sanitary.

Ask Your Jobber or

VICTORIA PAPER & TWINE CO., LIMITED

Wholesale Distributors

430 Wellington Street West, TORONTO

Branches: Montreal, Halifax

The Oval Wood Dish Company, Manufacturers, Tupper Lake, N.Y.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

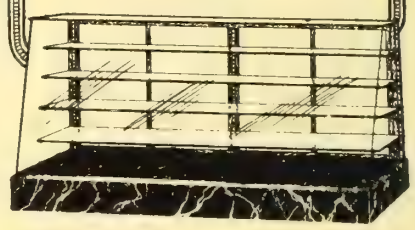
The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

ARNETTIZE YOUR STORE

Arnett Service —What It Is

Ask for catalog and description of Arnett Service—a free service of store re-arrangement by experts.

Thomas Lewis Arnett
Souris, Man.



Paprus Pie Plates

WALTER WOODS & CO.
Hamilton and Winnipeg

Insect Pests are Universal

KEATING'S
is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy—no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitos	**Beetles**	**Moths**

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:
Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto

Opposes Collective Buying by Retailers

Western Wholesaler Claims That This is Not the Panacea for Curbing Chain Store and Mail Order Expansion—Wholesalers Are Blamed for Urging Manufacturers to Sell by Contract

THE following letter has been received by the editor of Canadian Grocer, and is reproduced in full:

"We have read with very great interest the article in CANADIAN GROCER, recently reprinted from "Printer's Ink," regarding the phenomenal development of the chain store idea that is taking place in the United States. We believe that this article has not in any way exaggerated the seriousness of this movement or the menace it offers to the grocery trade as at present constituted, both wholesale and retail. For some time past we have foreseen the danger and probability of the movement spreading to Canada, and we have been pointing out the disastrous effects such development might have unless the Canadian grocery trade takes steps to forestall such a movement and render the conditions here unfavorable to its development.

Can't Eliminate Wholesaler's Service

We are not inclined to agree, however, with both the remedies suggested by the writer in "Printer's Ink." We do not believe that collective buying from manufacturers through buying exchanges established by the retail grocers is the best solution of the buying end of the problem; though it will probably come to this if the wholesale grocers of Canada persist in their present policy. If such a development takes place it will come as a direct result of the short-sighted policy at present being followed by the wholesale grocers. The wholesalers may bring about their own extinction; but the service which they perform must be continued by someone. The suggested buying exchanges will have to perform practically the same services that are now given by the wholesale grocers, but they will have to operate on capital supplied by the retailers themselves who usually have no more than is required in their business; and these buying exchanges would perform that service without that competitive factor which alone is the incentive to efficient and economical service. We are convinced that wholesale grocers, with their large aggregationn of capital, specialized organization and efficient management, can perform that service more economically and efficiently than the retailers can do it for themselves; but to ensure that efficiency and economy of service, one condition is imperative: the wholesale grocery trade of Canada must get back into a fully competitive basis. At the present time the wholesale grocers not only accept without protest, control of selling prices provided in the countless agreements and contracts submitted to them by manufacturers, but they are constantly exerting pressure through their organizations to induce other manufacturers to exercise similar control. To the extent to which wholesalers accept and encourage price agreements, to that extent are they assisting, in our opinion, in bringing about conditions which may eventually result in their own extinction and may work deadly injury to the trade of the retailers as well. In our opinion, the only agreement between wholesalers should be one to the effect that they would, without exception refuse to handle the product of any manufacturers who sell at wholesale prices to concerns which are not wholesalers—no matter how big they may be—thus placing the customers of the wholesalers at an unfair disadvantage.

Believe in Quantity Price

With the wholesalers on a fully competitive basis, the retailer's buying problem will be solved as effectively as it can be. It will then remain for the retailer on his part to adopt the methods which have made the chain store dangerous. They must buy for quick turnover rather than for big margin. We have long recognized the importance of this in our own business and have always made a practice of selling any uncontrolled lines in quantities suited to the needs of our smallest customer at the lowest possible big-quantity price.

The retailer must also get nearer to the chain store basis in the matter of selling. Obviously he cannot meet chain store prices if he includes in his price both the cost of his goods and a lot of very costly service which the chain store does not attempt to give its customers. For some time past we have been urging our town and country customers to sell their goods and their service separately; that is, to price their goods on a cash and carry basis as the chain store does, then make a separate charge for delivery and for credit accommodation if they give any, for customers who want such service and accommodation. This enables the individual grocer to make practically chain store prices for those who demand it; and at the same time permit him to retain other customers by affording them additional service if they want it and are willing to pay for it.

Urges Pay For-Service System

With the wholesale grocers functioning properly under the spur of unrestricted competition; with the retail grocers with a proper conception of the importance of quick turnover and volume rather than big margins; and with the adoption of what we call the pay-for-service system suggested above, we see no reason why the Canadian grocer should lose sleep about either chain store or mail order houses. Territory where these suggested conditions prevail has no attraction for either, but if on the other hand both wholesalers and retailers refuse to recognize the trend of events and fail to forestall the attack of the common enemy, we can see no good reason for confidence that the chain store will not invade Canada, or will be any less disastrous if it does, than it has been in the United States, where Mr. Colver, chairman of the Federated Trade Commission, predicts that the wholesale grocers will be out of business in five or six years and the retail grocer as we understand the term at present, is to see his finish in about twice that time. If such development occurs, the responsibility will rest primarily with the wholesale grocers who are building a comfortable protective wall of price agreements which will protect their margin of profit, but may destroy their trade.

Macdonald-Cooper, Limited,
H. H. Cooper, Vice-President.
Edmonton, Alta., May 11, 1920.

Editor's note.—CANADIAN GROCER would be glad to hear from others on the questions raised by Mr. Cooper's letter.

NEW AGENCY FOR NORWEGIAN SARDINES

J. W. Windsor, Ltd., Montreal, have been appointed sole agents for Ontario and Eastern Canada, for the United Sardine Factories Ltd., of Bergen, Norway, which are the second largest packers in that country. They own and operate three large factories, employing upwards of 6,000 people during the packing season. All their factories are of the most modern character, being built of concrete throughout in the most sanitary manner. The United Sardine Factories, Ltd., have their own fishing fleet as well as their own hydroplane for use between their different factories. Their output is upwards of half a million cases of sardines annually.

J. Bailey, manager and foreign buyer for Goodwin's, Ltd., grocery department, has just returned from a buying trip in England, France and Spain. Mrs. Bailey accompanied her husband as far as England.

Sheely-Mott, manufacturer's agents, 3 St. Nicholas Street, Montreal, have dissolved as such, and Mr. Mott is handling the agency. However there still exists a partnership in that the Sheeley-Mott Company are now manufacturers of Vetcoinel. W. J. Sheely is managing the manufacturing business.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The grocery store of Yerxa & Co., in Queen street, Fredericton, N. B., was entered a few nights ago, but nothing of any great value was taken. Some chocolate bars were taken, and it is believed the burglars were very young boys.

ONTARIO

After having the daylight saving measure in operation for a fortnight, Cobourg has reverted to standard time.

John G. Reith, Grand Valley, Ont., has purchased the business of R. F. Taylor for $4,000.

Learn and Matthews, Simcoe, Ont., have purchased the grocery business of James Egan.

A Trenton, Ont., grocer was recently fined $50 and costs for selling margarine for butter.

John Sherriffs, a grocer at 1034 Bloor Street West, Toronto, has purchased the property for $17,000.

The citizens of Oakville, Ont., have adopted daylight saving, commencing on Sunday last.

D. R. McPhail, Kincardine, Ont., recently took over the grocery business of S. R. Haldenby, calling his store the XLCR grocery.

Grocers and butchers in St. Thomas, Ont., have decided to close their stores at 10 o'clock on Saturday nights, and at 6.30 on other evenings.

Burglars entered the store of E. W. Neil at Merlin, Ont., and stole a considerable quantity of merchandise. The sum of $12 was stolen from the store of J. W. Widows.

The ratepayers of Gananoque recently carried a by-law to purchase a site and furnish 1,000 yards of gravel to the Eastern Ontario Milk Produce Co., Ltd., at a cost of $4,500. The company intends erecting a plant at a cost of $85,000 for the manufacture of powdered milk and other products.

Hooton Chocolate Co. Now Dom. Chocolate Co.

Reorganization of the Hooton Chocolate Co., Ltd., under a Dominion charter, as the Dominion Chocolate Co., has taken place. The flotation of $400,000, eight per cent. cumulative stock, is announced. This will be issued with a thirty per cent. bonus of common stock. The new concern is capitalized at $2,000,000, of which $500,000 preferred and the full amount of common, which is in $25 units, will be issued now.

BUSINESS CHANGES

E. Thompson, Toronto, has disposed of his business to C. W. Cooper.

Fred Breker, Englefeld, Sask., has sold his general store.

George Greening, Lloydminster, Sask., has disposed of his business.

T. H. Halliwell, Lloydminster, Sask., has sold his grocery store.

George W. Burtch, Hamilton, Ont., has sold out his grocery business.

H. J. Gallagher, Ottawa, Ont., has sold his grocery business to J. K. Regan.

John Gowdy, Toronto, has been succeeded in business by P. Shaw.

F. H. Westlake, Toronto, has disposed of his grocery to S. G. Henry.

Narcisse Longtin, St. Constant, Que., for many years in the grocery business, is reported dead.

H. S. Heyd, Watrous, Sask., has sold his grocery, flour and feed business to A. Gibb.

Zachaeus Legere, Richibucto, New Brunswick, proprietor of a hotel and general store, is reported dead.

Grimsby Merchant Disposes of Store

J. H. Wells Takes a Holiday After Fourteen Years in the Grocery Trade

J. H. Wells, Grimsby, Ont., has disposed of his grocery business there to A. J. Esser, of Welland. Mr. Wells had been fourteen years in the trade at Grimsby, and is now going to take a holiday, leaving shortly for Calgary and the Pacific Coast. He went from Toronto to Grimsby to enter the grocery business, and at the time had never had any experience selling groceries. By diligent effort, and close attention to business, Mr. Wells told CANADIAN GROCER that he had made a success, and he is now going to have a well-earned rest. He had made a point of always watching the markets closely, and buying to advantage during a period of rising prices. This, he believed, had been the secret of his success, coupled with efficient service. During the fourteen years that he had been in business, Mr. Wells was a reader of CANADIAN GROCER.

Chain of Cash and Carry Stores May be Established in Ottawa

At the usual meeting of the Ottawa Retail Grocers' Association on May 27th, President B. G. Crabtree announced that a chain of cash and carry grocery stores would soon be established in the city. He said a very large financial corporation had quite decided to go ahead with that idea and had made actual offers to some of the city grocers with the object of taking over their stores as part of the chain that will encircle the city so that all sections will be covered.

It was felt that steps should be promptly taken to meet the situation, and further meetings will be called to arrange a basis of operations as to the future. It was also agreed that every effort should be expended to increase the carry part of the trade and to eliminate deliveries as far as possible.

A Hardship to Light Housekeepers

The new tax on smoked ham and bacon was spoken of as being hard upon many people who could not cook, especially mentioning girls in the civil service and business houses who board themselves, who appreciate cooked ham, and find no chance to prepare it for themselves, while other meats will not keep in the house where facilities are often not of the best. No steps were taken as far as protesting was concerned, but the members were urged to attend a meeting of the Retail Merchants called for immediately.

Difference in Sugar Prices

Some considerable difference in retail prices of sugar were shown at the meeting of the Ottawa Retail Grocers' Association, on May 27th, the members present stating that they were then charging 22, 24, 25, 27, 28 and 30 cents per lb. The rather startling news caused some discussion, but it was shown that the profits were based upon costs, and that profiteering had not been resorted to.

Following this meeting, the Board of Commerce was busy investigating the case of a returned soldier, who had bought 5 lbs. of sugar from the firm of Gosselin & Durocher, Eastview, at 36 cents, that the Board established showed a profit of about 50 per cent. A searching enquiry will be conducted with the object of getting to the different profits made on sugar from the refinery to the consumer. It was stated that the firm referred to had refunded 6 cents per lb. to the purchaser.

Greatest Fruit Crop in Four Years

Fruit Prospects Have Never Been So Bright Since 1916—Peaches Promise Prolific Crop

St. Catharines, Ont., June 7. (Special)—Although not on daylight saving many fruit growers of the Niagara District rose much earlier than usual last Saturday, feeling grave concern for their fruit buds and discovered that they had a very narrow escape from frost.

"Increasing cloudiness after 2 o'clock in the morning alone prevented hundreds of thousands of dollars damage," said a leading grower. "It was indeed a close call."

Indications to-day all over the district are for the greatest fruit crop in four years. Strawberries have been much helped by the generous rain of Saturday night.

Tree fruit prospects, however, have not been so bright since 1916. Plums, pears, cherries and peaches promise a prolific crop, and apples are better than in many years.

No Commission For Fisheries

No Hope for the Appointment of a Commission to Administer B. C. Fisheries

Vancouver.—"The minister did not hold out any hope that our request would be granted," said Mr. Henry Doyle, on his return from Ottawa, where he interviewed Hon. C. C. Ballantyne, Minister of Fisheries, with regard to the proposal that a commission be appointed to administer the British Columbia fisheries, with headquarters in Vancouver. Mr. Doyle represented the fishing interests of this province, and he was accompanied by Mr. J. J. Coughlan, representative of the Vancouver Board of Trade.

Mr. Ballantyne at first, when the matter was brought to his attention, was absolutely opposed to any change from the existing system, explained Mr. Doyle, but later, after listening to the arguments advanced by the two Vancouver spokesmen, he promised to give the suggestion his consideration.

In asking for the creation of a board to administer the fisheries, the delegation did not cast any reflection upon the officials of the Dominion Fisheries Department. A draft of the suggested act which would bring the board into being was submitted to the minister. It was taken bodily from the legislation creating the Vancouver Harbor Commission.

The question of establishing a board of this kind will be the most important matter to be discussed at the approaching Canadian fisheries convention, and it is anticipated that further pressure will be brought to bear upon the Ottawa authorities as the result of the convention's deliberations on this problem.

OTTAWA GROCERS HAVE WEDNESDAY HALF HOLIDAY

A peculiar situation has arisen in Ottawa over the request of the Retail Clerks' Association for a weekly half-holiday for all clerks during the summer. Fifteen members of the Ottawa Retail Grocers' Association have decided to give their employees a half-holiday, but owing to the fact that Saturday is a busy day, Wednesday has been chosen as the day for the rest. June 2nd was the first day that the new order was in force. The other members of the Association have decided that they are unable to see their way to fall in line with the fifteen firms headed by A. A. Johnson and A. E. Kelley. President Crabtree says that most of the members who cannot agree to close are giving their employees holidays in the summer on full pay, and that is as much as they can afford under present conditions.

ONE OF OUR OLDEST SUBSCRIBERS

Among the old subscribers to CANADIAN GROCER is John Gilbert, a retailer in Kingston, Ontario. Mr. Gilbert has been reading CANADIAN GROCER for a good many years. He sent us the other day a copy of the Annual Fall Number of 1891, which he has kept through all these years. CANADIAN GROCER was established in 1886.

We would be pleased to hear from subscribers who have been taking the paper longer than the 29 years represented by Mr. Gilbert's copy. It is interesting to note that among the advertisers in the Fall Number of 1891 were the following:—E. B. Eddy Company, National Licorice Company, Toronto Salt Works. Borden's Condensed Milk, Hudon, Hebert & Cie, L. Chaput, Fils & Cie, H. P. Eckardt & Co., Eby-Blain & Company, National Cash Register Company, J. H. Wethey, Walker Baker & Company, W. G. A. Lambe & Company, and a number of others who are using space to-day.

WHOLESALERS PRESS FOR CHANGE IN SALES TAX

(Continued from Page 25)

stated that they would be carefully gone into.

Luxury Tax Hits Hard the Five Cent Confections

Montreal, June 7.—As a result of the new tax on confectionery from the manufacturer to the retailer there has been a change in the price of certain small package lines that have been very popular as five cent packages. Perhaps the very reason that they are five cent packages is the very excuse for their being on the market at all. On these lines there are two taxes: First the ten per cent. tax as a luxury, and second the one per cent. sales tax. Most of these lines, apart from the chocolate bars, cost approximately sixty cents for a two-dozen box. The selling price of this box is $1.20. Since the tax has been added, the cost to the retailer is at the outside figure sixty-seven cents, an advance of seven cents.

May Kill the Sale

In the case of a number of retail grocers and confectioners that have been interviewed by CANADIAN GROCER here, there is a prediction that is already coming true, that the added odd cent in the price to the consumer will to a great extent kill the sale. As has been previously pointed out, the principal selling merit of these packages are that they are the last of the many five cent packages that used to be so popular. Customers have got into the habit of taking a package in change for a five cent piece. A man in a store with his hand in his pocket fingering a nickel is sorely tempted by the package, and as a result there has been a wide market for such a confection. They have gained popularity. It will be short lived, however, many merchants feel, if the merchant is forced to ask the extra cent for the article. Already the effect is being felt in the sale.

Now Breaks a Dime

There are several reasons evident. In the first place, five cents looks small these days and is easily parted with, but when a customer is obliged to hand over a dime it looks a good deal bigger, regardless of the fact that he is to get four large coppers in return. The very fact that these coppers are large is perhaps the second reason why he will stop to think twice before he makes the purchase. The average man dislikes as much carrying around four bulky coppers as he does surrendering a small nickel to have one cent extracted. There is a third reason, the resentment among the consumer class, to which we all belong, to having the obnoxious tax thrust before him everywhere he goes. The more it is camouflaged the better he likes it. Manufacturers ask, should they reduce the size of the package to consume the tax?

There is no doubt that something should be done to save the day for the small confection, and keep it as the popular five cent line. It might be unwise to suggest that either the manufacturer or the retailer should stand the small tax on the article and so preserve its sale, but it must be confessed that it is much smaller matter for either of them than the consumer who cannot split cents in his business transactions. Perhaps it might pay the retailer too. There is no doubt it would materially help the sale.

NEWS FROM WESTERN CANADA

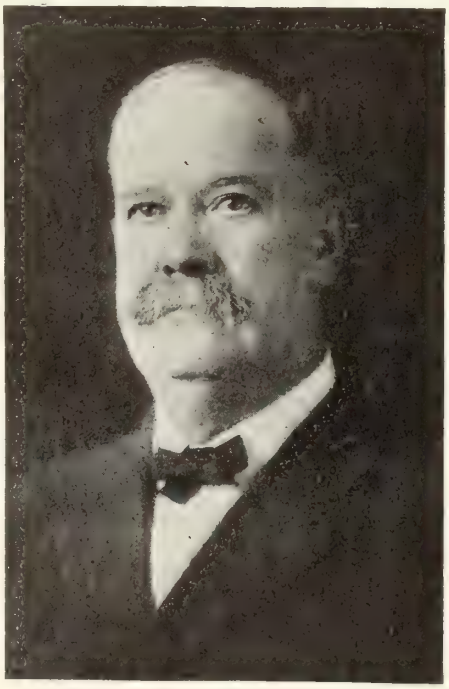
Over 300 Merchants Attend Saskatchewan R.M.A. Convention

MOOSE JAW, June 8 (Special).—The seventh annual convention of the Saskatchewan Retail Merchants' Association opened here this morning with an attendance of over three hundred. The president, S. D. McMicken, was in the chair. At the morning session reports were presented and were followed by a discussion. In the afternoon the grocers' section of the convention was addressed by F. Hedley Auld, Deputy Minister of Agriculture, who spoke on the Egg Marketing Act.

A ten-minute talk was also given by J. R. Banfield, Dominion president of the Retail Merchants' Association, on greater co-operation. In the course of his remarks he expressed the opinion that there was still some chance for changes in what he termed the lawyers' budget.

"When we are sick we do not ask a hardware man or a grocer to prescribe for us, we want a doctor. Surely the same proposal should apply in a case like this, when lawyers are allowed to draft legislation which is essentially within the scope of retailers," remarked Mr. Banfield

On Tuesday evening, Hon. W. E. Knowles, of the Saskatchewan Legislature, addressed the entire assembly on the subject of commercial law.



S. D. McMICKEN,

President of the Saskatchewan R.M.A., who is presiding at the convention in Moose Jaw.

Winnipeg R.M.A. Dissatisfied With New Taxation

Retail merchants of Winnipeg, in expressing dissatifaction with recent taxation, state that the expense of collection is too great, and that there is a degree of uncertainty that all will be collected. It is also claimed that it places a restraint on trade, and will put some lines out of business through lack of business rising therefrom. As an alternative to the present taxation, they would suggest a tax on invoices of manufacturers and importers, when goods are billed out at a rate per cent., sufficient to raise the amount desired. Then again, if it is desired, to tax goods held by jobbers and retailers, the Retail Merchants' Association of Winnipeg would place a tax on all sales of jobbers and retailers, for a period of two years, and then place the tax on manufacturers and importers only. This plan would be very simple and keep business moving.

On the other hand a large confectionery jobber in Winnipeg, in discussing the luxury tax with CANADIAN GROCER, thought it a splendid idea, and was not averse to it in any way. He claimed that the Government had taxed the right luxuries, but under the present system the public is paying for these luxuries, where the manufacturer and jobber, who should be taxed, are getting away without it.

Another manufacturer deplored the fact that such necessities as extracts and flavorings should be taxed. He claimed that commodities such as these are not luxuries.

WESTERN

E Nicholson, of Nicholson-Rankin, Ltd., of Winnipeg, is making an extended business trip to the branch offices in the West, and will also make a business trip to the Coast before his return.

O. D. Gould and George Donnell, branch managers respectively at Regina and Saskatoon for H. P. Pennock & Co., Ltd., were visitors to Winnipeg this week. Both gentlemen reported business to be very good in territories under their jurisdiction.

Arthur Wheeler has disconnected his service as wholesale salesman with the W. H. Escott Co., Ltd., of Winnipeg, and is devoting his attention to the wholesale trade.

Frank Mason is doing detail work with the W. H. Escott Co., Ltd., of Winnipeg, calling on the retail trade with Van Camp's Line.

Com. Travellers Form a New Branch

Meeting Held in Swift Current, Sask. Recently—The Officers Elected

Swift Current, Sask.—A branch of the United Commercial Travellers was duly instituted by Supreme Grand Councillor Davidson, of Edmonton, at Swift Current, Sask., last week. He was assisted by Messrs. McKibbon and Rouse, of Regina, and Mr. Bloomfield, of Moose Jaw.

The officers of the new organization weer elected as follows: Senior councillor, H. J. Watson; junior councillor, Dave Bullock; past councillor, A. W. Forsythe; conductor, J. Fred Davie; page, K. S. Wiltse; sentinel, W. Cameron; secretary-treasurer, George Bailey; executive—Lee Huyck, Wm. Rae, W. J. Tripp, J. W. Freeman. After the inauguration ceremonies, a banquet was held.

CANADIAN GROCER IN FAR DISTANT TRINIDAD

Port of Spain,
Trinidad, B. W. I.
May 18th, 1920

Messrs. The MacLean Publishing Co., Ltd., Toronto, Canada.

Dear Sirs,

Re your issue of 3rd April, 1920, page 72. What are COCOA Door Mats? I know of door mats made from COCO-NUT Fibre. The fibre comes from the outside covering of the nut.

This error comes from the persistent way in the United States of spelling COCO-NUT as COCOANUT.

In Great Britain and the Colonies the error has long been corrected. Both the French and Spanish word for Coconut is "COCO." COCOA is euphonized from the word CACAO, from which beans are made Chocolate Sweetmeats and Powders.

Yours faithfully,
H. WALKER.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE markets generally are firm with the usual weekly advances registered on some lines of commodities. There is no indication as yet that prices will come down. Sugar supplies are scarce and the grain market is extremely strong. Business, however, is reported rather quiet due to the readjustment of prices caused by the fixing of the luxury and sales tax.

MONTREAL—Summarizing the market this week there is very little change. The general tone is strong with a very good seasonable demand. The price of meats is unchanged except that the price on cooked hams is higher. The price of eggs, butter and cheese is unchanged but the supply is very good. The sugar market is exceedingly strong and present quotations are only nominal. There is a decided break in the price of walnuts. Canned peas, tomatoes, corn, are quoted higher as the supply is very low. There is no change in the price of either tea or coffee but the market continues strong. Vegetables are in very good supply and the price is even lower this week. The fruit market is unchanged. There is another rise in the price of wrapping paper and soap chips are slightly dearer.

TORONTO—The trend of all grocery markets is upwards with advances registered on marmalade, cleansers, tobacco, wrapping paper, chocolate bars, and maple butter. The situation in the sugar market is unchanged. Granulated sugar is scarce in so far as wholesalers are concerned, but retailers are fairly well supplied. There is a strong market for molasses. Barbadoes is in scant supply and quotations are high; ordinary molasses is also in a firm market and quotations are likely to be higher. The strong condition of the grain market tends toward higher prices on cereals; the demand, however, is very quiet. Tea importers are having difficulty in procuring teas showing quality; the cheaper, lower grade, for which there is very little demand, is plentiful; the finer grade teas, however, are scarce in a firm market. Peanut butter and salted peanuts are reduced in price. Extracts have advanced 25 to 35 cents per dozen. This is to take care of the recent tax on alcohol. The market for dried fruits is steady with the exception of figs. In some quarters figs are being quoted to the trade at less figures than the original cost to jobbers. The unsettled condition manifest on nuts a couple of weeks ago still prevails; the reason for this is that importers have had their orders doubled, with the result that stocks of nuts are far in excess of what they should be at this season. The rice market is unchanged; the improvement noted on shipments of rice last week is maintained and all varieties are fairly well represented. Vegetables are arriving freely. Quotations on old potatoes are lower. The first car of watermelons is due to arrive this week, but prices are high. Other fruits are plentiful.

Fresh pork cuts have advanced one cent per pound. Smoked and cooked hams are also higher. The egg market is easier. The butter market is firm. Shortening, lard, margarine and fish are unchanged.

QUEBEC MARKETS

MONTREAL, June 10.—The sugar market is very serious this week and while the price of $19.00 per cwt. is unchanged it is only nominal, as higher prices must be paid in most cases in order to obtain any stock. The new taxes have affected many package cereals and as a result higher prices are quoted on puffed rice and puffed wheat and cornflakes. Another brand of imported cocoa has been increased in price by 5c per dozen. The prospects for the new crop of tea still remains very poor and it is definitely decided that higher prices will be in force for the new crop. There is no change in the price of rice this week, but a new rice is featured on the market which can be sold cheaper than the present price on Carolina rice. Walnuts are very cheap this week, in fact the price put on walnuts is below the cost, as the market is overstocked and the demand is very poor. Canned peas, corn and tomatoes are higher in price as the supply is very limited.

Sugar Continues Scarce

Montreal.

SUGAR.—The sugar situation remains as indefinite as it has been for some weeks. The situation is such now that the price of nineteen dollars per hundred is only nominal, and many firms are forced to pay higher to get any supply Most of the refineries here have begun work again, but it is only a case of how large the supplies of raw sugar are until higher prices will be quoted on sugar.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery extra granulated	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co. [illegible] granu	18 50
St. Lawrence Sugar Ref. Co.	19 90
Icing, barrels	19 40
Do., 25-lb. [illegible]	19 60
Do., 50-lb. boxes	19 40
Do., 70 1-lb. box	20 70
Yellow No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20

Powdered, barrels	19	10
Do., 50s	19	30
Do., 25s	19	50
Cubes and Dice (asst. tea), 100-lb. boxes	19	60
Do., 50-lb. boxes	19	70
Do., 25-lb. boxes	19	90
Do., 2-lb. package	21	00
Paris lumps, barrels	19	60
Do., 100 lbs.		
Do., 50-lb. boxes	19	80
Do., 25-lb. boxes	20	00
Do., cartons, 2 lbs.	21	00
Do., cartons, 5 lbs.	21	50
Crystal diamonds, barrels	19	70
Do., 100-lb. boxes	19	70
Do., 50-lb. boxes	19	80
Do., 25-lb. boxes	21	00
Do., cases, 20 cartons	20	75

Molasses Market Strong

Montreal.

MOLASSES.—As a direct result of the high price of sugar, both raw and refined, there is a very strong market for molasses. What has been said above about the sugar market also applies to molasses. There is no change this week in the price of syrups.

Corn Syrups—		
Barrels, about 700 lbs., per lb.		0 09½
Half barrels		0 09¾
Kegs		0 10¼
2-lb. tins, 2 doz. in case, case		6 70
5-lb. tins, 1 doz. in case, case		7 75
10-lb. tins, ½ doz. in case, case		7 25
2-gal. 25-lb. pails, each		3 00
3-gal. 38½-lb. pails, each		4 45
5-gal. 65-lb. pails, each		7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		7 30
5-lb. tins, 1 doz. in case, case		8 35
10-lb. tins, ½ doz. in case, case		8 05
Cane Sprup (Crystal) Diamond—		
case (2-lb. cans)		8 50
Barrels, per 100 lbs.		12 25
Half barrels, per 100 lbs.		12 50
Glucose, 5-lb. cans (case)		6 85
	Prices for Island of	Montreal
Barbadoes Molasses—		
Puncheons		1 75
Barrels		1 78
Half barrels		1 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case.		6 00
3-lb. tins, 2 doz. in case, case.		8 25
5-lb. tins, 1 doz. in case, case.		6 80
10-lb. tins, ½ doz. in case, case		6 65

Cereals Affected by Tax

Montreal.

PACKAGE GOODS. — There is no change in the price of package goods this week. The changes of last week cover pretty well the whole market that is materially affected through the new taxes, which will be added in the cost to the retailer. Corn flakes, pancake flour, puffed rice, puffed wheat, farina, hominy, spaghetti, noodles, macaroni, package rolled wheat and bran, will all come under the 1 per cent. sales tax and the cost will be raised to cover that.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2 oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s		4 15
Oat Flakes, 20s		5 40
Rolled oats, 20s		6 50
Do., 18s		2 42½
Do., large, doz.		3 00
Oatmeal, fine cut, pkgs., case		6 75
Puffed rice		5 70
Puffed wheat		4 25
Farina, case		2 35
Hominy, pearl or granu., 3 doz.		3 65
Health bran (20 pkgs.), case		2 50
Scotch Pearl Barley, case		2 60
Pancake flour, case		3 60
Do., self-raising, doz.		1 50
Wheat Food, 18s-1½s		3 25
Buckwheat Flour, case		3 60
Wheat flakes, case of 2 doz.		2 95
Oatmeal, fine cut, 20 pkgs.		6 75
Porridge wheat, 36s, case		7 30
Do., 20s case		7 50
Self-raising Flour (3-lb. pack.) doz.		3 15
Do., (6-lb. pack.), doz.		6 20
Corn Starch (prepared)		0 14
Potato flour		0 16
Starch (laundry)		0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Cooked bran, 12s		2 25
Enamel Laundry Starch, 40 pks. case		4 30
Celluloid Starch, 45 pkgs. case		5 50
Chinese Starch		7 00
Package Cornmeal		4 25

Corn Meal Strong

Montreal.

CEREALS.—The market on corn continues strong, although there has been no definite change in the price of corn products. Corn meal is very strong, and particularly white corn. The oat market remains firm, with just the usual demand considering the summer weather.

CEREALS—		
Cornmeal, golden granulated		5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)		7 25
Barley (roasted)		
Buckwheat flour, 98 lbs. (new)		6 00
Hominy grits, 98 lbs.		6 50
Hominy, pearl (98 lbs.)		6 50
Graham flour		6 00
Do., barrel		13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 60	6 90

Canned Tomatoes Higher

Montreal.

CANNED GOODS.—The supplies of canned peas and tomatoes are very low and prices are quoted higher here on what stocks are left. Canned corn, peas and tomatoes in the 2-lb. tins are five cents a dozen higher. The 2½-lb. tins of tomatoes are 2½ cents higher. Packed sardines are reduced $2 per hundred 1¼ size tins.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax		2 00
Beans, Refugee		2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards		1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57½
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.		2 20
Do., 3s, doz.	1 80	1 95
Do., new pack		6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2		20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup		
No. 2	3 65	4 00
Do., gal., "Pie," doz.		9 50
Do., gal., table		10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)		1 90
Do., 2½s		5 25
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90

Big Break on Walnuts

Montreal.

NUTS.—The market for walnuts has got to the point now where stocks are actually being sold at a loss. One firm quotes 38 cents on French walnuts, which is below cost. The reason is that the demand has fallen off so that importers are sacrificing their stock rather than risk it being destroyed by the weather. The remainder of the market continues strong. There is a good demand for peanuts and the price is slightly higher.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan		0 75
Brazil nuts (new)		0 28
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1		0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia		0 14
Peanuts (salted)—		
Fancy, wholes, per lb.		0 45
Fancy splits, per lb.		0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples		0 28
Do., shelled		0 50
Do., Chilean, bags, per lb.		0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

No Change on Dried Fruits

Montreal.

DRIED FRUITS.—There is no change in the dried fruit market this week. The demand is good and the prices remain firm. There is rather a weak market on currants at the present time, and prunes vary in price, but not sufficiently to make any definite change in list prices. The market on candied peel is getting more serious every day as the sugar market continues to get stronger and more unobtainable. Some of the manufacturers have had to hold up their production on that account.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)		0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon		0 45
Orange		0 46
Citron		0 68
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Muscatels, 2 Crown		0 23
Do., 1 Crown		0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)		0 25
Do., 16 oz.	0 24	0 28
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose		0 20
Do., Greek (16 oz.)		0 24
Dates, Excelsior (36-10s), pkg.		0 15½
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.		0 40

Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	4 75
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

A New Rice Offered

Montreal.

RICE.—There is no change in rice except that there is a new rice listed on the market that is claimed to be of the best quality and at a very moderate price as prices are at the present time. The remainder of the rice market is rather quiet with a very short supply.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell rice, fine	....	17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Wrapping Paper Higher

Montreal.

MISCELLANEOUS.—There are a few changes in the price of miscellaneous articles. Wrapping paper is higher again. Manila paper is up ½ cent to 11 cents per pound. Brown wrapping paper is ¾ cent higher at 10¾ cents per pound. St. Croix soap chips are up ½ cent, now listed at 15 cents per pound. Epps' cocoa is 5 cents a dozen higher, now offered at $1.25 per dozen.

Spices Remain Unchanged

Montreal.

SPICES.—The market for spices continues strong with little change. The supplies are only sufficient to cover the trade, and in some cases are not sufficient.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole	0 60	0 70
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 41
Do., white	....	0 52
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	....	0 80
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	....	2 00
Caraway (nominal)	0 30	0 35
Cinnamon, China, lb.	....	0 40
Do., per lb.	....	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

No Change on Tea

Montreal.

TEA.—The market on tea continues strong with no prospect of better prices on the new crop. One local firm, however, expects a break in the tea prices, but they stand alone in their opinion on the subject.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS—		
Choice (to medium)	....	0 72
Early picking	....	0 77
Finest grades	....	0 82
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Another Cocoa Higher

Montreal.

COFFEE AND COCOA.—There is no change in the price of coffee. The market is firm and the demand is good. The cocoa prices remain the same except that another firm shipping cocoa into Canada, Epps, have raised their price five cents a dozen on 1-5 lb. tins. The other prices on cocoa remain unchanged.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

No Change in Fruit Prices

Montreal.

FRUIT.—There is very little change in the price of fruit this week. The prices vary in some cases. Bananas in some quarters are quoted 25 cents higher, but there is little reason for this as the supply is reported to be very good on the market here. Cocoanuts are a little stronger in price, and in some places they are quoted as high as $10, otherwise the market is unchanged with a very good demand.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	6 00
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 00
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50

New Potatoes Sold at $18

Montreal.

VEGETABLES. — There are much lower prices current on the vegetable market this week. Montreal head lettuce is offered at $1.50 per dozen heads. Yellow onions are down to $10 per bag. Canadian radishes are selling at 40 cents per dozen. Shallots are considerably lower at $1 per dozen. Spinach is sold at 75 cents per box. New potatoes are on the market but are demanding $18 per barrel, Cucumbers are higher, $5 per hamper being asked. Although the prices are a little easier this week the offerings on the market are not what might be expected at this time of the year.

Beans, wax, per hamper	....	5 00
Beans, new string (imported) hamper	....	5 00
Cucumbers, hamper	....	5 00
Chicory, doz.	....	0 50
Cabbage, crate	....	4 50
Carrots, bag	....	2 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	1 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	10 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	6 50
Do., New Brunswick	....	6 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	3 00
Tomatoes (Florida), crate	....	12 00
New Carrots, hamper	....	4 50
Shallots, doz.	....	1 00
Wash. Celery	....	2 50
New Potatoes, per barrel	....	18 00

No Change in Flour

Montreal.

FLOUR.—There is no change in the price of flour this week, the market being strong at the advanced price quoted last week. White corn flour especially is strong this week.

Spring Wheat Flour	....	14 85
Winter Wheat Flour	....	14 00
Blended Flour	....	14 20
Graham Flour	....	14 85
Whole Wheat Flour	....	14 85
Corn Meal Flour	....	12 20

Hay and Grain Unchanged

Montreal.

HAY AND GRAIN. — There is no change in the price of hay this week. The market remains firm with only a fair offering on the market. The rains of the past week will help considerably in the improvement of the hay crop for this year and give a better outlook to the hay market. The grain situation remains unchanged.

Hay—		
Good, No. 1, per 2,000 lb. ton	....	33 00
Do., No. 2	....	30 00
Do., No. 3	....	28 00
Straw	....	15 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 29½
No. 3 C.W.	....	1 24
Extra feed	....	1 24
No. 1 feed	....	1 23
No. 2 feed	....	1 21
Tough 3 C.W.	....	1 22
Barley—		
No. 3 C.W.	....	....
No. 3	....	....

No. 4 C. W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

ONTARIO MARKETS

TORONTO, June 11.—The trend of all markets continue firm. The sugar situation is unchanged. Syrups and molasses are strong with the trend toward higher prices on molasses. Cereals are ruling strong in a quiet market. Shirriff's marmalade has again advanced. Cream of tartar is higher. Peanut butter and salted peanuts are reduced in price. Extracts are higher, also Dustbane, Babbitt's cleanser, manila and kraft paper, maple butter and tobaccos. The nut market is unsettled and quotations on shelled walnuts are lower. Vegetables and fruits are arriving in plentiful supply.

Sugar Market Unchanged

Toronto.

SUGAR.—The situation in the sugar market is unchanged. Granulated sugar is scarce, but all wholesalers are fairly well supplied with yellow. Refineries are not as yet in operation and have no sugar to offer. It is an assured fact that prices will be higher on the first lot that is offered.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Molasses Market Strong

Toronto.

SYRUPS.—There is no change in the market for syrups. The market is firm under a heavy demand.

MOLASSES.—There is a strong market for molasses. Barbadoes is scarce and quotations are high. Ordinary cooking molasses is in a very strong market and quotations are likely to be higher.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ½c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 45	1 50
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals in Strong Market

Toronto.

CEREALS.—Business in the cereal market is reported very quiet, which is normal for this season of the year. The situation in the grain market is strong. Oats have reached the highest point on record. Corn and barley are also higher. The strong condition of the grain market tends toward higher prices on cereals.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Starches Are Firm

Toronto.

PACKAGE GOODS.—With the exception of starches, this market is a quiet one. Starches are moving freely in a firm market. Self-rising pancake and buckwheat flour are now quoted at $4.10 per case of 24 packages. Package cereals are firm.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 12½
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	3 60
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16¾
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Marmalade is Higher

Toronto.

MARMALADE.—Shirriff's marmalade has advanced. The new quotations are as follows:—Individual jars, $1.45 per dozen; 7½ ounce jars, $2.55 per dozen 10 ounce jars, $3.15 per dozen; 12 ounce jars, $3.70 per dozen; 16 ounce jars, $4.80 per dozen; 22 ounce jars, $6.40 per dozen; 2 pound jars, $8.60 per dozen; 4 pound tins, $14.40 per dozen; 7 pound tins, $25.20 per dozen.

Cream of Tartar Up

Toronto.

SPICES.—The spice market generally is steady. Pure cream of tartar, in 8 ounce tins, has advanced 25 cents per dozen. Ginger is scarce. Peppers are unsteady, and quotations in primary markets are fluctuating.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

Coffee Market Steady

Toronto.

COFFEE.—The demand for coffee has somewhat slackened due to the season of the year. The market, however, is steady and quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Cheap Teas Are Plentiful

Toronto.

TEA.—Importers are having difficulty in procuring teas showing quality. The cheaper, lower grade variety for which there is very little demand,

has flooded the market. The finer grades are scarce and the market remains firm.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Peanut Butter Reduced

Toronto.

PEANUT BUTTER.—Some brands of peanut butter have declined. Squirrel brand peanut butter is now quoted as follows:—No. 1 tins, $3.95 per dozen; No. 5 tins, $18.00 per dozen; 15-pound tins, 31 cents per pound; 55-pound tins, 30 cents per pound. McLaren's peanut butter in bulk also reduced—15-pound pails, 31 cents per pound; 24-pound pails, 30 cents per pound.

Salted Peanuts Lower

Toronto.

SALTED PEANUTS.—Squirrel brand salted peanuts are reduced as follows:—Whole salted with skins on, cases of 4/10 pound tins, $3.60 per tin. Halves blanched cases of 4/10 pound tins, $4.10 per tin. Whole blanched cases of 4/10 pound tins, $4.50 per tin.

Canned Fruits Firm

Toronto.

CANNED GOODS.—With the arrival of fresh vegetables the demand for the canned variety is somewhat lessened. Canned peas are rather scarce, Aylmer Early June are quoted as high as $2.50 per dozen. Canned fruits are well represented and moving freely. The market is firm.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Extracts Are Higher

Toronto.

EXTRACTS.—Owing to the recent tax on alcohol extracts have advanced 25 to 35 cents per dozen. Artificial extracts are now quoted at $1.35 per dozen. Pure extracts in one ounce bottles are quoted at $1.50 per dozen; in two ounce bottles, at $2.60 per dozen.

Figs Are Cheap

Toronto.

DRIED FRUIT.—The market for dried fruit is steady with the exception of figs. Figs are being offered at a variety of prices. In one-quarter mat figs are offered at 10 cents per pound; four crown layer figs at 25 cents per pound, and Locuum figs, in two-pound boxes, at 45 cents per box. Raisin supplies are fairly well represented. Seeded in packages are quoted at 26 cents, seedless in packages at 27 cents; Turkish sultanas are 26 cents per pound.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	....
Layer, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	....	....
Cal., 6 oz., 50s, case	....	....
Cal., 8 oz., 20s, case	....	....
Cal., 10 oz., 12s, case	....	....
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	0 18	0 21½
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches -		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	....	0 27
Seeded, 15-oz. packets	....	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	....	0 26

Nut Market Unsettled

Toronto.

NUTS.—The unsettled condition manifest on nuts a couple of weeks ago still prevails. The reason given for this is that importers have had their orders doubled with the result that stocks of nuts are far in excess of what they should be at this season of the year. Shelled Bordeaux walnuts are quoted at 60 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 63	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Tobaccos Are Higher

Toronto.

TOBACCO.—Cut and plug tobaccos have advanced, some of the new quotations are as follows:—Stag plug, $1.09 per pound; Old Virginia, $1.72; Shamrock, $1.26; Black Watch, $1.21; Currency, $1.14; Forest and Stream, 1-9s cut, $1.45 per pound; Great West, ⅛s cut, $1.31; Seal of North Carolina, ⅛s cut, $2.22; Old chum, 1-14s cut, $1.72; Old Chum ⅛s, $1.66; Meerschaum, 1-14s, $1.72; Rex, 1-14s, $1.72; Player Navy Cigarettes, $7.07 per box; Millbank Cigarettes, $6.06 per box; Sweet Caporal, $7.07 per box; Gold Crest Cigarettes, $6.31 per box; Fatima Cigarettes, $2.93 per box; Columbia Little Cigars, $4.84 per box; Hassan cork-tip cigarettes, $7.07 per box; Murad, $4.79 per box; Mogul cigarettes, $4.79 per box.

Rice Shipments Improved

Toronto.

RICE.—The rice market is unchanged insofar as quotations are concerned. The improvement noted on shipments last week is maintained and all varieties are well represented.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Pakling	....	11 00

Paper and Other Lines Up

Toronto.

MICELLANEOUS.—Kraft paper in rolls is quoted at 15 cents per pound, and manila paper in rolls at 12 cents; one cent less in 5 roll lots. Babbitt's cleanser is now selling at $3.35 per case of 50 cans. Dustbane is now quoted at folows:—Barrels, 250 pounds, $9.75; half barrels, 150 pounds, $0.75; kegs, 75 pounds, $3.75; kegs, 37½ pounds, $2.25. Senior's fish paste in 2½-ounce glass, has advanced to $2.30. Old Tyme maple butter, in one pound tins, has advanced to $9.50 per case of 24. Rose's lime juice is quoted as follows: Cases of 36 small bottles, $4.25 per dozen; cases of 24 medium bottles, $5.50 per dozen; large bottles, $10.50 per dozen.

Old Potatoes Are Easier

Toronto.

VEGETABLES.—Domestic vegetables are arriving quite freely and quotations are lower. Spinach is now down to 50

cents per bushel box. Florida new potatoes are arriving in car lots, but quotations remain high. Old potatoes are easier in price. A few turnips are offered at $2.00 per bushel. Other vegetables are as listed below:

Potatoes—		
Ont., 90-lb. bags	....	6 75
New Brunswick Delawares	7 00	7 25
Do., Reds	....	6 00
Turnips, bag	2 00	2 25
Mushrooms, 4-lb. basket	....	1 00
Lettuce, Canadian Head, 2 doz. to box	2 50	3 75
Do., leaf, doz.	0 40	0 50
Cabbage, large crate	....	5 00
Green Onions, doz. bunches	0 20	0 40
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	....	1 75
Florida Tomatoes, case	10 00	12 00
Cucumbers, Florida, hampers	....	4 50
Do., hothouse, basket	4 00	4 50
New Carrots, hampers	....	3 25
Asparagus, per basket	....	2 00
New Beets, hampers	....	3 25
Wax Beans, hampers	....	4 50
Spinach, bush. box	....	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	....	3 00
Hothouse Tomatoes, lb.	0 50	0 60
New Potatoes, Florida—		
No. 1, per barrel	....	18 50
No. 2, per barrel	....	17 00
No. 3, per barrel	....	14 00

First Watermelons Arrive

Toronto.

FRUITS. — Valencia oranges have dropped 50 cents per case. California lemons are also 50 cents lower. Supplies of Cuban pineapples are becoming lighter and prices are 25 cents per case higher. Verdilli lemons, the summer keepers, are arriving and quoted at $6.00 per case. The first car of watermelons are due to arrive this week, and are quoted at $1.75 each for melons averaging 26 pounds each. California cherries are quoted at $5.50 per case of 8 pounds net. California canteloupes are selling at $14.00 to $15.00 per case. Strawberries are holding at 47 cents per quart box.

Cal. Navel Oranges—		
126s, per case	....	6 00
150s, per case	....	6 50
176s, 200s, 216s, 250s, per case	....	7 00
Oranges, Valencias—		
80s, 96s	....	5 00
126s	....	7 00
150s	....	7 25
176s, 200s, 216s, 250s	....	7 50
Bananas, Port Limons	....	0 10
Lemons, Cal., 300s, 360s	....	5 50
Do., Messinas, 300s	....	5 00
Do., Verdillis	....	6 00
Grapefruit, Florida		
64s, 80s, 96s	6 00	7 50
Grapefruit, California Seedless—		
48s	....	4 50
64s, 70s, 80s, 96s, 126s	5 50	8 50
Boxed apples, all sizes	....	5 50
Strawberries, quart	...	0 17
Pineapples, Cuban—		
18s, 24s, per crate	....	7 00
30s, 36	6 25	6 75
California cherries, box of 8 lbs.	...	5 50
Watermelons, 25-lb. aver., each	...	1 75
California canteloupes, case	11 00	15 00

No Change in Flour

Toronto.

FLOUR.—There is no change in the flour market. The market, however, is strong and there are indications that higher prices will be reached.

Ontario winter wheat flour, in cotton bags, on tracks, per barrel, in jute bags	....	13 70
Manitoba spring wheat flour, in jute bag, per barrel	....	15 15

Bran and Shorts Scarce

Toronto.

MILLFEEDS. — No improvement is noted in the millfeeds. Bran and shorts are scarce, and no immediate relief is looked for.

MILLFEEDS—		
Bran, per ton	....	54 00
Shorts, per ton	....	61 00

DEMOCRACY

Democracy depends upon the spirit of the people. It presupposes on the part of every individual citizen that amount of self-respect and independent energy which will save him from becoming subjugated to any other man's dictum. It is dependent upon the amount of independent thinking each citizen does, and his readiness to take a virile stand for his unprejudiced convictions. It is a matter of true manhood and true womanhood. It is the expression of a firm, rational, social attitude. It is a blending of the instincts of individual self-preservation and of those social instincts which make the individual an integral part of an organized whole.—"Educational Foundations."

Why My Grocer and I Parted Company

From "The Red Ball"

THE other morning upon arising, my wife discovered that she had neglected to order bread the night before. She immediately phoned our grocer, explained her predicament, and asked if he would kindly send over a loaf in time for breakfast. The clerk who took the order said he would send it over on the first delivery and hung up. This first delivery, by the way, meant that we would get the bread about 10 o'clock. It was then 8 o'clock and the store in question was two blocks away. My wife phoned again and tried to tell the clerk that the first delivery would be too late for breakfast and inquired if he would kindly make an effort to send the bread over right away by messenger, but all to no avail.

"Hearing the above conversation, and with one side of my face shaved and the other full of lather, I rushed for the phone and inquired for Mr. B., the proprietor. Again I rehearsed for his benefit the same tale my wife told the clerk, but to my surprise, Mr. B. informed me that if he sent a yeast cake or a quart of milk, etc., to everyone that wanted them immediately, he would have to employ a dozen extra clerks. Further words were said with the result that I told Mr. B. to close my account which was an active one running in the neighborhood of $50 to $60 a month for the past five years. In the meantime, or rather five minutes later, the bread came over, but the account so far as I am concerned is closed."

A Retailer's Opinion

In commentary on this incident a Norwich grocer says:

"If this woman was in the habit of doing this, not only daily but three or four times a day, the service she demanded would more than eat up any profits on her account. Though, of course, there are different ways of telling her so, but perhaps when the account was closed all the staff breathed a sigh of relief and another grocer found his worries increasing."

Editor's Note.—We would be glad to receive the views of other retail grocers who make service their motto.

TO KEEP ICE CREAM HARD

Goodness is Lost When Frozen Delicacy Has Once Softened—Tastes as Though it Were Weeks Old.

CARE should be taken to keep ice cream hard. When the cream has once softened, and frozen again, the goodness is lost. Not only are there small formations of ice throughout the mixture, but it always tastes as though it were weeks old.

The man who closes his place of business on Sunday, often finds himself with an over supply of ice cream to look after.

If before leaving Saturday night, the fountain is packed with a generous helping of freezing salt, with the ice, and several wet sacks placed over the cans, with salt on the sacks, Monday morning will find the cream in good condition, providing the brine is kept in the compartments.

Don't allow your soda clerks to serve mushy ice cream. When it begins to soften, get somebody on the job icing it up. If you can't depend on the soda clerks to watch the ice, look at it yourself frequently. The lack of ice at a soda fountain is fatal to success with the business. Everything must be cold — cold syrups, cold carbonated water, cold milk, cold plain water, cold glasses. To save a dollar a week on ice means to lose fifty dollars worth of business. If the ice man is a little uncertain, figure ahead on your ice. Have a box for an extra piece or two. Ice is the most important part of your stock in hot weather.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, June 10.—The market for staples generally is firm. Sugar is still scarce and dealers are supplying the retail trade with difficulty. Ordinary cornmeal has advanced to $4.95. Rolled oats are firm, now being quoted at $13.50. Butter is easier. Dairy is quoted at 55 to 56 cents: tub butter is 55 to 54 cents per pound. Evaporated apples have lowered to 21 cents per pound. Bananas are firmer. Potatoes are holding firm at $9.50 to $10. Seed potatoes are ruling at high prices.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 95
Rolled oats	....	13 50
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, N.B.,	0 33½	0 34
Eggs, fresh, doz.	0 48	0 50
Lard, pure, lb.	0 29½	0 30½
Lard, compound	0 29	0 30
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 62	0 63
Do., dairy, per lb.	0 55	0 56
Do., tub	0 53	0 54
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring flats, cases	....	19 50
Do., Pinks	11 00	11 50
Do., Cohoes	15 00	15 50
Do., Chums	....	9 00
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	9 00	10 00
Apples, Western, box	5 00	6 00
Bananas, per lb.	....	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 10.—Fry's cocoa as advanced 25 cents per dozen on the alf-pound size. Sal soda in 50-pound acks is up 20 cents. Siam rice has adanced to 14 cents per pound. Cheese quoted at 31 to 32 cents. Dairy but-r has declined; quotations are now 40 45 cents. New-laid eggs are easier nd quoted at $13.50 per case. Raspberries in No. 2 tins are up to $10.60 per case. Tomatoes in 2½ tins are $4.60 to $5 per case. Corn is quoted at $4.25 to $4.50.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	....	14 00
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	23 92
Cheese, No. 1, Ont., large	0 31	0 32
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 40	0 45
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	....	13 50
Tomatoes, 2½s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 21	0 23
Peaches, evaporated, lb.	....	0 25¾
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink, tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	21 50	22 50
Grapefruit	....	6 50
Potatoes, Alta., per ton	....	100 00
Lemons	....	7 00
Oranges	7 50	8 00

MODERN EQUIPMENT MEANS BETTER SERVICE

(Continued from page 36)

lines. The old stable lines will not be neglected, but by developing the most paying side of the business I will be able to cater to my customers in the most satisfactory manner possible.

Gasoline Tank at Door

"I have lots of room here, perhaps too much for the present needs, but in building the place I conserved space as much as possible. The space underneath the windows is made into cupboards. Here I can keep my paper twine, bags, and all sundries that are not for immediate use. All my bulk cereals, sugar, flour, bulk tea and dried fruits are kept in hinged bins just beneath the shelves and behind the counter. My butter, cheese and vegetables I keep in the glass refrigerating counter at the rear of the store.

"I keep my coal oil down cellar, while the regular pump in the rear of the store pumps it up and measures it without any waste, smell or loss of time. There is a big motor traffic through here in the summer as we are on the main road to the border. I believe there will be a bigger traffic than ever this year on the way to Montreal. I have planned to get my share of the business thus brought our way by installing a big gasoline tank and pump at the front of the store. The tank is beneath the ground. I am sure it will pay for itself, both in the gasoline sales and in the grocery sales it will bring from the passing motorists.

Proud of Heating System

"I am very proud of my heating system. The register in the floor shows in the picture you have of my store. There are no pipes to my furnace and as a result my cellar is always cool, an ideal place for keeping reserve stock and vegetables. There are two parts to the register. One part leads the cold air to the furnace and the centre section feeds hot air into the room.

"We have a large country trade here and a result we do a considerable exchange business. This kind of trade takes careful handling and thought to keep from being a loss instead of an asset. A man is under a certain obligation to his regular customers to take their produce in exchange whenever possible, and yet in a small place it is a real problem to watch that an oversupply of produce is not accepted. Still there is a danger that a refusal will mean a good customer going elsewhere.

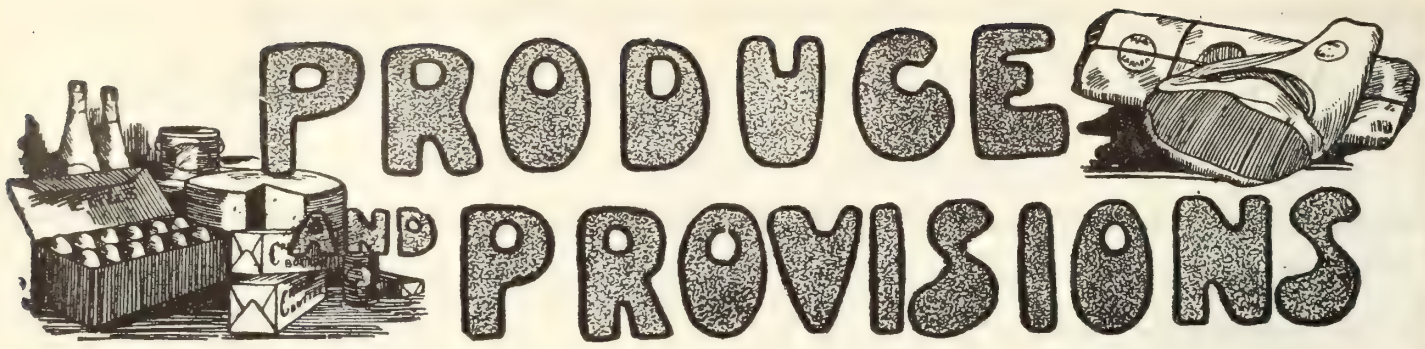
A Candy Pillar that Sells

"What about the glass candy pillar on the front of your counter?" the CANADIAN GROCER representative asked.

"It is a small thing but it is a splendid candy clerk. It sells from ten to fifteen pounds of candy for me a week, a thing I thought impossible before this little case was introduced into my store. It is filled from the top and automatically feeds out of the bottom as quantities are taken out. The confection always looks fresh and attractive and is kept away from flies and dust.

"Another unique feature I have adopted is an automatic switch for turning out the lights in the store of the window long after I have gone home. It is run like an alarm clock and can be set to turn off the lights at any hour desired. The result is that we get the full benefit of our window displays in the evening and at night when the people are out for a walk, the very time they have time to stop and look.

"I am strongly of the opinion that a grocer who has developed the confidence of his customers can sell anything that he makes any effort to sell. It is up to the grocer to be so familiar with all his stock that there is no risk of getting behind any product that is going to endanger the confidence of his patrons."



Sells 3,000 Pounds of Cheese in Four Months

Ginn's Grocery, Centre Island, Toronto, Makes a Specialty of Stilton Cheese—Stocks Cheese a Year Ahead—Shows It in a Glass Case.

FOR the last fourteen years Mr. Ginn, of Ginn's Grocery, Centre Island, Toronto, has been making a specialty of Stilton cheese. During this period Mr. Ginn has stocked his cheese a year ahead. The cheese on sale this year was bought last July, and during the winter each block of cheese was turned over once a week, and so the moisture has been kept circulating all the time, and the result is a deliciously flavored cheese.

Mr. Ginn states that ever since he adopted this process fourteen years ago, his sales of cheese have grown each year till now he believes he sells more cheese than any other grocer in Toronto. He carries other lines such as Roquefort and Camembert and, of course, cream cheeses, of which he has also normal sales, but last year he sold 3,000 pounds of his specially cured Stilton cheese in four months.

SHOWN IN GLASS CASE

It is shown in a glass case on the counter, and sales have developed through the worth of the cheese having become known. Mr. Ginn has customers from the mainland who come over and buy this cheese from him. He states that the cheese during the long winter's curing becomes so thoroughly moist that it will keep for another winter, and there are old customers for whom he puts up from ten to twenty-five pound packages, at the end of the summer. These packages are done up in oil-paper and then waxed.

The cheese is now selling at 40c per lb. and judging by the sales that have already been made this season he anticipates that there will be a larger sale than ever this year.

Egg Carriers Reduce Loss by Breakage to a Minimum

LOSS sustained by many grocers through breakage of eggs when being delivered, amounts to quite a considerable sum of money in the course of a year. The profit on eggs is usually small, and with the price of eggs soaring to high levels, it takes very little breakage to eat up the profits on a case of eggs. The safe and sure method of delivering eggs is to use a box with divided sections, that keeps the eggs separate, and even then there is a loss unless a system is adopted whereby empties are charged or returned.

"We always charge 25 cents right on the invoice for every wooden egg carrier that leaves the store, and then when it is returned credit is given for it," remarked D. W. Clark, Avenue Road, Toronto, to CANADIAN GROCER. "We also use egg cartons on which we make a charge of two cents, whether these are delivered or carried away, but of course the two cents is refunded when the carton is returned."

Another advantage in using egg carriers is that they can be filled during spare moments, thereby saving a lot of time during rush hours.

"Egg carriers save a lot of time and breakage," said W. J. McCully, Stratford, "and they enable us to give better service, because there is very little cause for breakage. Then again, we always keep a hundred or so filled up ready for the busy hours, which save us a great dael of time when orders come in with a rush."

WE GUARANTEE TO PLEASE

If we make a mistake tell us. Please help us reduce waste of man-power by concentrating all your orders to ONE delivery per day. The —— Egg Carrier is instalied by us to eliminate breakage of your eggs and to give you real Quality and Service. You are charged with a deposit of 25c for which you will be given credit on the return of the wooden carrier.

KEEP this TRAY to hold your EGGS in.

Phone Hillcrest 670 D. W. Clark

A copy of a card sent with egg orders from the store of D. W. Clark, Avenue Road, Toronto.

THE GREAT FRASER HAS BEEN FISHED OUT

Vancouver, June 7. (Special).—"The run of sockeye salmon in the Fraser River, once the greatest salmon river in the world, no longer can be called great," declared J. T. Babcock, Assistant Commissioner of Fisheries for British Columbia, in addressing the Canadian Fisheries Association convention here Saturday. "The Fraser is fished out," he said, and this condition is "a monumental record of man's folly and greed." The only redeeming feature is that it is not too late to take steps to restore the Fraser to its former greatness.

NEW OFFICERS OF CANADIAN FISHERIES ASSOCIATION

Vancouver, B.C., June 7 (Special).—The new officers of the Canadian Fisheries Association meeting here were elected as follows: President, A. L. Hagar, Vancouver, B.C.; 1st vice-president, J. A. Paulhus; 2nd vice-president A. Bontille, Montreal; 3rd vice-president F. E. Burke, Vancouver.

J. A. McDowell, Winnipeg, Man., is disposing of his stock of groceries, being forced to vacate his present premises on account of the expiration of the lease.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 11.—There is very little change this week in the produce market. The main feature is the improved supply of fresh fish with lower prices as a result. The price of butter and eggs remains unchanged, with a very good supply of both coming to the market. Cheese remains the same. Some firms are asking one cent higher for mild cheese, namely, 31 cents, but the prevailing price remains unchanged. Hams are two cents higher again this week as a result of the increased demand in the hot weather. Fresh meats are strong at the advanced prices of last week. Margarine is one cent a pound lower this week as a result of the lower price of butter. Lard is unchanged. The poultry market remains quiet and unchanged.

Fresh Meats Remain Firm

Montreal.

FRESH MEATS.—There is no change this week in the price of fresh meats. Last week a higher price was listed and this remains although the price of live hogs is slightly lower this week. Beef and lamb remain quite firm at the advanced prices.

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 30½
Fresh Pork—	
Legs of pork (foot on)	0 35
Loins (trimmed)	0 42½
Loins (untrimmed)	0 38
Bone trimmings	0 30
Trimmed shoulders	0 32
Untrimmed	0 28
Pork Sausage (pure)	0 26
Farmer Sausage	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 23	$0 30	..Hind quarters..	$0 28	$0 34
0 14	0 18	..Front quarters..	0 14	0 18
....	0 40	..... Loins	....	0 46
....	0 28	..... Ribs	....	0 32
....	0 18	.... Chucks	....	0 17
....	....	..... Hips	....	0 35

Calves (as to grade)	0 22	0 28
Spring lamb, carcass	....	0 32
Fresh sheep, carcass	0 22	0 30
Frozen lamb, carcass	....	0 32

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—No change is recorded this week in the price of barrelled meats. The present demand is mainly for export business and the demand is very good. The market remains firm.

BARRELLED MEATS

Barrel Pork—	
Canadian short cut bbl.), 30-40 pieces	57 00
Clear fat backs (bbl.), 40-50 pieces	56 00
Heavy mess pork (bbl.)	52 00
Plate Beef	28 00
Mess Beef	25 00
Bean Pork	48 00

Further Advances on Hams

Montreal.

BACON AND HAMS.—The price of hams has further advanced this week in view of the increased demand for the summer months. The new price is 45c per pound. Bacon maintains a strong market at the advanced prices.

BACON

Breakfast, best	0 46	0 56
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 38
Picnic Hams	....	0 29
Wiltshire	....	0 46

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	....	0 45
Do., 14-20	....	0 45
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Cooked Meats in Demand

Montreal.

COOKED MEATS.—The prices on cooked meats remain strong at the advanced quotations given last week. In consequence of the warm weather and the summer season the demand is heavy and prices may be expected to at least remain strong at their present quotations.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

Cheese Market Unchanged

Montreal.

CHEESE.—Cheese remains firm this week at prices quoted. In some cases Quebec and new mild cheese are selling at 31c, but 30c seems to be the prevailing price this week.

CHEESE—

New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Good Supply of Butter

Montreal.

BUTTER.—The price of butter is unchanged this week following the drop in price of last week. The supply is very good and prices are expected to be still lower unless the American market remains as high as it is at the present time, which will attract the Canadian butter.

BUTTER

Creamery prints, qual., new	....	0 56
Do., solids, quality, new	....	0 55
Dairy, in tubs, choice	....	0 50
Dairy, prints	....	0 51

Margarine One Cent Lower

Montreal.

MARGARINE.—Lower prices are asked this week for margarine. The lower price of butter is responsible, no doubt, for the change. Margarine is offered at 36c a pound in prints.

MARGARINE—

Prints, according to quality, lb.	....	0 36
Tubs, according to quality, lb.	0 31	0 34

Price of Shortening Firm

Montreal.

SHORTENING.—The price of shortening remains unchanged this week. The demand is quite normal following the advance given last week of one cent per pound.

SHORTENING—

Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

No Change on Lard

Montreal.

LARD.—No change in the price of lard is recorded this week. There was an advance in the price last week and the new prices remain firm this week.

LARD—

Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Egg Supply Improves

Montreal.

EGGS.—The price of eggs remains the same as it has been for the last two weeks. The market is well supplied and eggs continue to come in better quantities. The price asked is 54c per doz.

Poultry Market Quiet

Montreal.

POULTRY.—The poultry market remains very quiet as is usual in the summer months. Chickens are offered a little lower, but the demand and the offerings are not large.

POULTRY (dressed)—

	(Selling Prices)	
Chickens, roasting (3-5 lbs.)	0 38	0 44
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

Much Lower Fish Prices

Montreal.

FRESH FISH.—The fish market is much improved this week. The supplies are coming more regularly and the quantities are larger. The prices are, as a result, much lower both on fresh lake fish and on frozen fish. Gaspe salmon and fresh halibut are in better supply. Lake trout and doree are in better supply, but brook trout remains very scarce.

FRESH FISH

Haddock	0 07
Steak cod	0 10
Market cod	0 06
Mackerel	0 15

Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Gaspé salmon	....	0 42
Halibut	....	0 22
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, each	....	0 40
Fresh Herrings, each	....	0 03
FROZEN FISH		
Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 22
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	0 10	0 11
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	0 19	0 23
SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	....	16 50
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 10
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, June 11.—The fresh meat market is quite firm, with slight advances registered on pork cuts. Smoked hams are higher, also salt and barrelled meats. The warm weather has created a heavy demand for cooked hams and quotations are one cent per pound higher. The butter market is firm; prices, however, are unchanged. Eggs are easier and lower prices are looked for. Lard, shortening and margarine are unchanged. Poultry, with the exception of broilers, is easier.

Pork Cuts Up One Cent

Toronto.

FRESH MEATS.—The market for fresh meats is firm, with advances registered on most pork cuts. These advances are one-half to one cent per pound. Beef, veal and lamb remain unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	....	20 00
Live, fed and watered, per cwt.	....	19 75
Live, f.o.b., per cwt.	....	18 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 43½
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 60
Spare ribs	....	0 19
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 30
Boston butts, lb.	....	0 36½
Montreal shoulders, lb.	....	0 30½
Fresh Beef from Steers and Heifers		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24
Above prices subject to daily fluctuations of the market.		

Smoked Hams Are Higher

Toronto.

PROVISIONS.—Smoked hams continue to advance and the market is firm due to big demand. Medium weight hams are quoted at 43 to 45 cents per pound. Long, clear salt bacon is down one cent per pound, while salt clear bellies are up one cent. Mess pork in barrels is up $1.00 per barrel.

Hams—		
Medium	0 43	0 45
Large, 20 to 25 lbs. each, lb.	....	0 41½
Heavy, 25 lbs. upwards, lb.	....	0 33½
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 29½
Fat backs, 10 to 12 lbs.	....	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	50 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:—		
Heavy	....	....
Lightweight	....	62 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Advance

Toronto.

COOKED MEATS.—The warm weather has created a heavy demand for cooked hams, and quotations are one cent per pound higher. Jellied ox tongue is slightly easier, now quoted at 63 cents per pound.

Boiled hams, lb.	0 60	0 63
Hams, roast, without dressing, lb.	0 59	0 62
Boiled shoulders	....	0 50
ing, lb.	....	....
Head Cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 63
Jellied calves tongue	....	0 52
Above prices subject to daily fluctuations of the market.		

Butter Market Firm

Toronto.

BUTTER.—The butter market has firmed. Quotations on fresh creamery butter are 55 to 58 cents per pound, according to the quality. There is very little dairy butter offered, and quotations are unchanged.

BUTTER—		
Creamery prints	0 55	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

The Egg Market is Easier

Toronto.

EGGS.—There is quite an easy feeling manifest in the market for eggs. Eggs can be brought in from the West at a lower price than quotations here, and buyers are reluctant to pay the higher figure asked; consequently they are holding off, which has created an easy feeling on this market.

EGGS—		
Fresh	....	0 53
Fresh selects in cartons	....	0 56

Prices shown are subject to daily fluctuations of the market.

Shortening is Steady

Toronto.

SHORTENING.—The shortening market is steady with a fair demand noted. Prices are unchanged.

SHORTENING—		
1-lb. prints	0 29	0 30
Tierces, 400 lbs.	0 26½	0 27

Lard Quotations are Low

Toronto.

LARD.—There is no change in the market for lard. Lard is quoted at 27 to 28 cents per pound for tierces and one pound prints are two cents per pound higher than tierces.

Margarine Prices Hold

Toronto

MARGARINE.—There is a steady demand for margarine. Prices remain unchanged.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Cheese Market Firm

Toronto.

CHEESE.—The market for cheese is firm. New cheese is offered freely at 32 to 33 cents per pound. There is still a fair supply of old cheese and is offered to the trade at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 32	0 33
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Fresh Fish is Moving

Toronto

FISH.—There is a quiet business noted for fish. Fresh fish is arriving in good supply while the frozen variety is about cleared up. Fresh trout is arriving freely and is quoted at 16 cents per pound.

Old Hens are Plentiful

Toronto.

POULTRY.—Old hens are more plentiful and quotations are lower. Broilers are in good demand and prices are held.

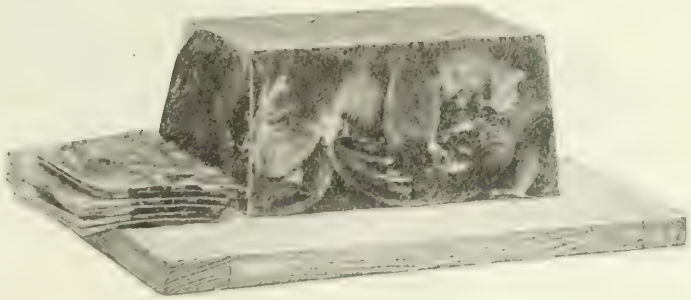
Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 35	0 35
Fowl, 4 to 5 lbs.	0 35	0 35
Fowl, under 4 lbs.	0 28	0 28
Ducklings	0 40	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 60	0 65

Prices quoted to retail trade:

	Dressed
Hens, heavy	0 38
Do., light	0 35
Chickens, spring	0 70
Ducklings	0 45

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



The Season's Best

Have a "Cold Luncheon" counter — and feature Davies' Cooked and Jellied Meats.

These are just the "ready-to-serve" products the housewife is looking for. You can't offer a more appropriate line of summer season's delicacies.

For the table—the summer cottages—the motor trip—the picnic —Davies' cooked and jellied meats are just the thing for dainty dishes and tasty sandwiches.

Economical because there's no waste. Every slice is saleable and good.

Order to-day. Now is the season.

Davies' Pork Tongue	Davies' Roast Pork
Davies' Jellied Hocks	Davies' Pork and Tongue
Davies' Ox Tongue	Davies' Jellied Pork
Davies' Headcheese	Davies' Cooked Pressed Pork

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO - MONTREAL

Brunswick Brand

Careful Selection

Brunswick Brand fish are all carefully selected and packed and will be found a tasty and appetizing dish—particularly handy for preparing lunches for picnics, etc.—no cooking or similar preparation necessary—ready to serve.

Place your order at once to ensure early shipment.

Connors Brothers, Limited

BLACK'S HARBOR, N. B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

Tempting and Delicious

Why? Because our sausages are made of pure meat, something that every particular customer is looking for. The result is, their entire satisfaction and your desire always, because it increases sales.

Schneider's Guaranteed Bacon

may be described in a similar manner, as it comes from the same sanitary plant. It's wholesome flavor will win unstinted praise from your most exacting customers.

Send for a trial order and get our quotations on Smoked Meats.

Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

Tasty Cooked Meats that Will Speed up Summer Provision Sales

H. A. BRAND Cooked Meats if properly featured will keep your provision department busy during the summer season and will net you a good substantial profit margin. Their tempting appearance and appetizing flavor ensure a steady run of repeat sales wherever they are introduced.

H·A BRAND

The big selling season is now on and it is up to you, Mr. Grocer, to make the most of it by featuring and suggesting H. A. Brand cold meat treats to every customer.

Let us send you a trial assorted order

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

Gunns "EASIFIRST" Shortening

Always Satisfies Your Customers

A satisfied customer is your best advertisement and will bring more business to you. More business means more profits.

Be prepared to sell "Easifirst" It will pay!

Phone Junc. 3400

GUNNS LIMITED

West Toronto

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

These Are Days for ARMOUR'S SAUSAGE

You should be fully prepared for summer trade by having a good assortment of **Armour's Dry Sausage.** It is just the product that will enable you to supply picnickers and automobilists with what they need for their lunch baskets.

During the summer, in the home, it is delicious in sandwiches, in soups, in salads or in casserole. It is the basis of many hot weather meals.

There are dozens of kinds—a variety to suit every taste—smoked and unsmoked—fully dried and comparatively fresh—highly flavored and mildly seasoned.

The top grades are made from the choicest selections of pork and beef—no sinews, gristle or coarse fibres. Cheaper grades are provided for those who demand them.

You can sell every morsel—there is no waste. The profit is good, the turnover rapid and steady.

It will pay you to tell your customers of the high food value of **Armour's Dry Sausage.** Many people do not know how delicious and satisfying they are. Once they try them they become permanent customers.

Ask the **Armour Salesman** to help you select the kind best suited to your trade. The rapidly increasing demand for these lines assures you good business and good profits.

ARMOUR AND COMPANY

Branches

HAMILTON, ONT. TORONTO, ONT. MONTREAL, QUE.

ST. JOHN, N.B. SYDNEY, N.S.

CANADIAN PACKING COMPANY
LIMITED

Wholesale Grocers and Produce Merchants

44 NICHOLAS ST. - OTTAWA, ONT.

Dried Fruits Our Specialty

Best Brands Only

Raisins, Currants, Prunes, Peaches, Apricots, Pears, Dates, etc.

Quality unequalled. Consult us before you buy.

Try Our Celebrated Butter

Sweet Clover Brand

A trial order will convince you.

Satisfy Customers

Housekeepers appreciate the qualities of

Windsor Table Salt

(For general use)
and

Regal Table Salt

(Free running—Sold in cartons)

Farmers of experience will always ask for

Windsor Dairy Salt

Successful cheesemakers know the value of

Windsor Cheese Salt

Made in splendid up-to-date plant, every product of the Canadian Salt Company is noted for quality.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONTARIO

The "Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

An Old, Old Friend
—always the same

Recognized as the *Best* Sauce

By Appointment

The Sauce of the Epicure and the Gentleman

THERE is refinement and prestige in serving Lea & Perrins' Sauce, entirely lacking when this first and original "Worcestershire" is replaced by second-grade sauces and spurious imitations. No dinner is complete without LEA & PERRINS—*THE BEST.*

Lea & Perrins

64

NATIONALLY advertised—on the market for over 80 years—known to the Best Trade—as the Best Sauce.

Your customers to-day are looking for Quality Brands, not second grade lines.

Lea & Perrins

The *ORIGINAL* Worcestershire Sauce

HAROLD SEDDON
137 McGill Street MONTREAL Special Agent

Rose's Lime Juice

The Perfect thirst quencher

There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counters will net you profits that are most attractive.

Order your requirements to-day and try the pulling power of a neat display.

Holbrooks, Ltd.
Canadian Distributors
TORONTO and VANCOUVER

Seasonable Now With Cold Meats

"It has the Nip"

Well flavored and strong, this mustard will be found to meet your customers; particular needs. Costs less than imported mustard.

Made in our Canadian factory. Put up in attractive packages: ¼ pounds, $2.25; ½ pounds, $4.00.

At all Wholesale Grocers.

White Swan Spices & Cereals Limited

Toronto - - Canada

Junket Powder

NESNAH

Now is the time to feature JUNKET POWDER (Nesnah). This delicious dessert comes in four flavors in attractive packages and retails at 15c.

Junket
MADE *with* MILK

the economical and tempting dessert for hot weather meals, that comes in 10-tablet packages and retails at 15 cents, with an excellent profit.

Chr. Hansen's
Canadian Laboratory
TORONTO, CANADA

Selling Agents for Canada:
LOGGIE, SONS and CO.
32 Front St. West - TORONTO

A Phenomenal Seller—

Chicken Haddies

(Lily Brand)

This economical and healthful food enjoys a remarkable sale.

Packed in a cannery which is a model of cleanliness, and wrapped in a waxed parchment covering, it is one of the freshest, cleanest foods on the market.

A "quality" product that assures the dealer a generous profit.

The new pack is ready for shipment. ORDER NOW.

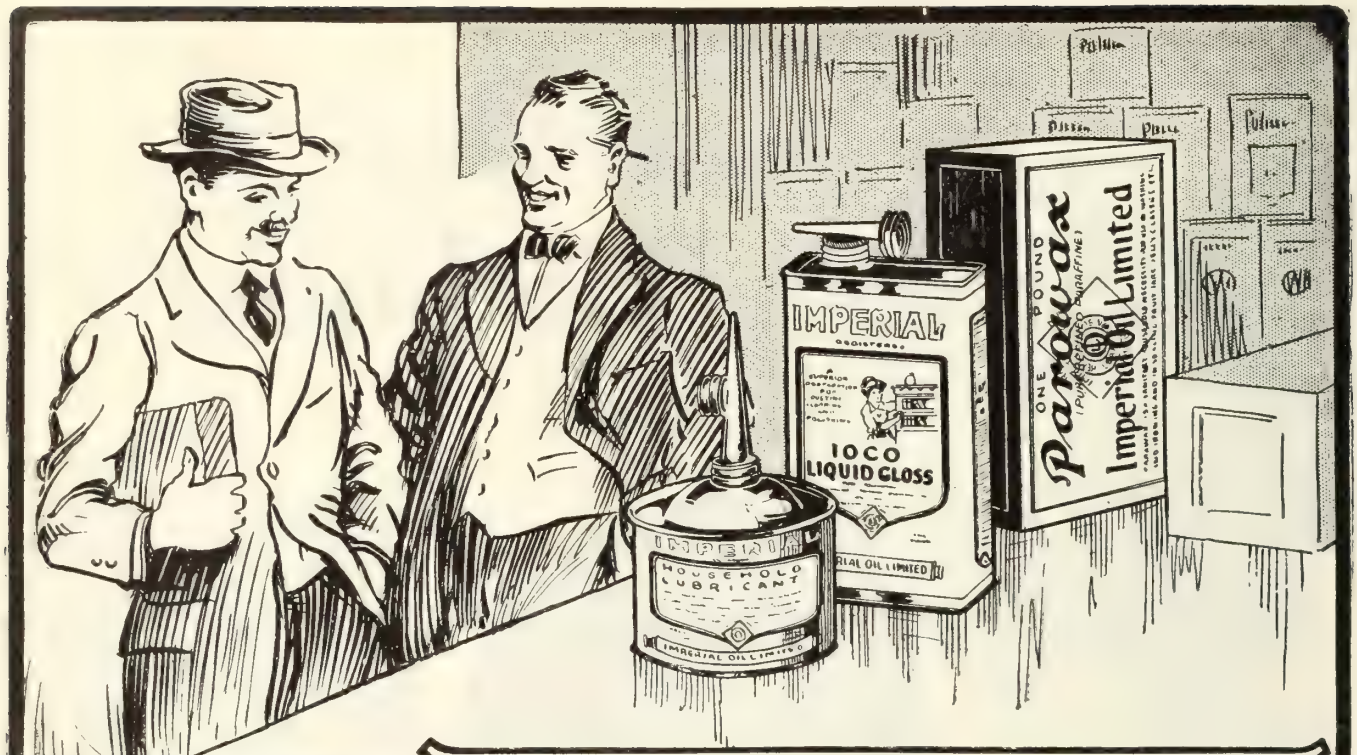
Packed at Canso, N.S., by the

Maritime Fish Corporation

Limited

General Sales Office:
MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes



"The Goods Sell Well"

DEALERS in all parts of the country report that Imperial Parowax, Imperial Household Lubricant and Imperial Ioco Liquid Gloss "sell well" all the year round.

And no wonder: These household products are used in many ways around the house. The good housewife uses them regularly every week in her daily work.

Dealers who have handled them know that they are not seasonal but regular, year-round-in-demand, staple specialties.

Profit! Splendid on a regular turnover—more than on competing lines.

Is your stock of each sufficient?

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

A Beverage for a Particular Customer

A Summer Social Favorite

Champagne de Pomme

If you do not sell it some one else will

No Government Restrictions No Bottles Returned

A Quick Turn-Over A Pleased Customer

Made from the Juice of Canadian Apples

PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL

Profitable Quality

—is what you will find Brodie's XXX Self-Raising Flour possessing. Continued steady sales have proven its baking efficiency.

See that your next order is Brodie's. It's an active seller.

Brodie & Harvie, Limited

Bleury Street, Montreal

A Small Investment Brings Good Profit

MAPLEINE

yields a good profit and the investment is small.

Tell the housewife Mapleine gives delicious maple taste to desserts and syrup and the sale is made.

Advertised in leading national magazines. Your customers are referred to you.

Can you supply them?
Order now of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg
M-578

"MELLOW"
TRADE MARK
FOOD PRODUCTS

A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Food Products Co., "Regd"
146 Garnier St., MONTREAL

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.
OWEN SOUND - - ONTARIO

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case.
Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
440 ST. ANTOINE STREET - - - - - MONSREAL, QUE

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.,
180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 00
Reindeer Brand, each 48 cans	11 50
Silver Cow, each 48 cans	11 00
Gold Seal, Purity, ea. 48 cans	10 85
Mayflower Brand, each 48 cans	10 85
Challenge Clover Brand, each 48 cans	10 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 15
Jersey Brand, Hotel, each 48 cans	7 15
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	7 25
Reindeer Brand, small, each 48 cans	7 25
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	
D.S.F., ½-lb.	
D.S.F., 1 lb.	
F.D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

CANADIAN MILK PRODUCTS. LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.60
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb., Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 30
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16
(20-lb. boxes, ¼c higher, except potato flour.)	

SALMON

The season for free selling of Salmon is now about here and it might be well for you to be prepared for it. Therefore, having this in mind, we have anticipated your requirements by getting in supplies, and can offer you very good value in all kinds—attractive quality, and at prices to suit all pockets.

We are very careful regarding the goods put out under our own brands and you can safely rely on their giving the best of satisfaction.

We quote:—

Monarch Sockeye	1s tall	5.25
" "	½s	2.95
Victor Red Spring	1s tall	4.45
" " "	½s	2.55
Courtier Fancy Cohoe	1s tall	3.70
" " "	½s	2.25
Herald Fancy Northern Pink	1s tall	2.35
Libby's " Alaska Red	1s tall	4.65

Send us an order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Put Gold Dust packages where your customers can see them.

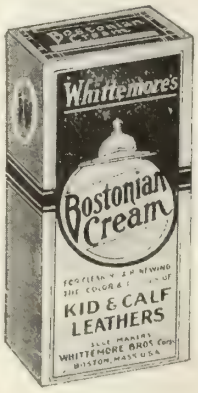
Sold!
A quick way of cashing in

You don't have to *sell* Gold Dust. Our advertising takes care of that. Just *display* it on your front shelves and watch the sales pour in.

Don't forget that Gold Dust is "Made in Canada," and that the margin of profit is right.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Whittemore's Shoe Polishes
Are Superior



Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A

FLORIDA AND TEXAS

TOMATOES

After a month of very great scarcity, Tomatoes now coming forward in limited quantities.

We specialize on Quality

New Verdelli Lemons
Now In

Texas and Egyptian Onions

White and Co., Limited
Wholesale Fruits and Vegetables
Toronto
'PHONE : MAIN 6243

PINEAPPLES

The season is now on. Book your order with us now. We will ship when prices are lowest. From now until end of season we will have fresh arrivals daily.

ORANGES, BANANAS, LEMONS, STRAWBERRIES, TOMATOES, TEXAS ONIONS, CABBAGE

and all other

IMPORTED and DOMESTIC FRUITS and VEGETABLES

The House of Quality

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

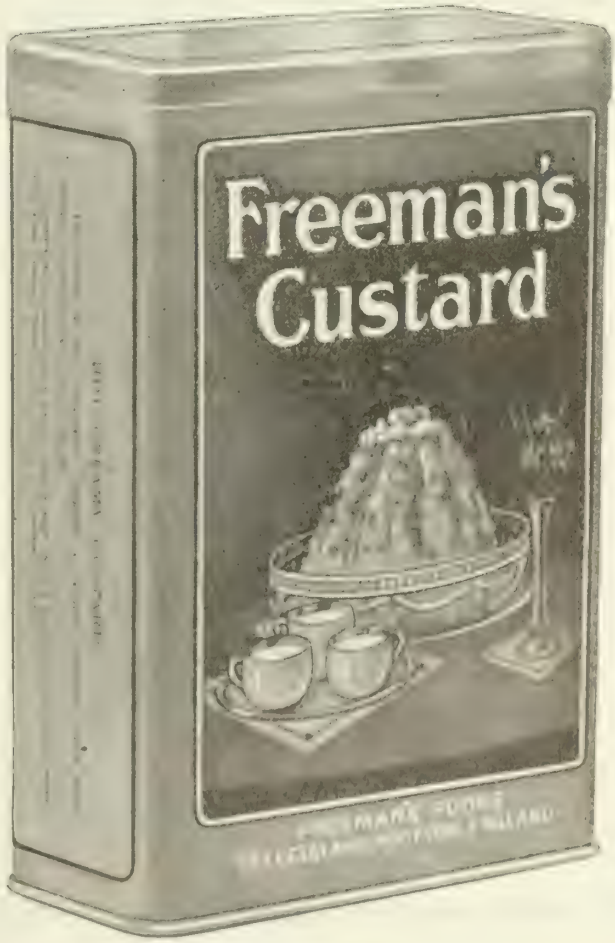
A Thrifty Selection

—will be a few bottles of Marsh's Grape Juice and after making a display your sales are bound to increase. Its reputation as a pure and delicious Grape Juice is steadily increasing and a display will meet the constant demands of your customers for this wholesome drink.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec & Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



"FULCREEM" CUSTARD POWDER

In 3 pint packages, half pound tins and one pound tins. All Flavors

Fulcreem, Egg Substitute Baking Powder, Yorkshire Pudding Powder, Etc.

Highest Award obtained
Paris Exposition, November, 1919

Quality Supreme
The Most Attractive Package on the Market
Good Profits

PLAISTOWE & CO., LTD.
LONDON, ENGLAND

Ask your Jobber or write to
F. MANLEY
323 Garry Street, Winnipeg, Man.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St.John's, Nfld.

Order from your jobber to-day.

"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

CEREALS ARE LIKELY TO ADVANCE

The strong condition of the grain market is being reflected in the market for cereals. Corn, oats and barley have reached almost the highest prices on record. Manufacturers state that cereals are being sold at a much lower price than the cost of manufacturing to-day.

PEPPERS MAY BE LOWER

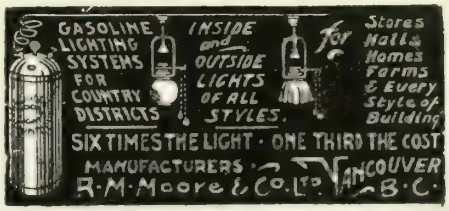
Black and white pepper are in a very easy market and there are indications that quotations will be lower.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. Ltd.
VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS

Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

WANTED — POSITION BY EXPERIENCED groceryman, to take charge of grocery store or department. Regina or Prince Albert District preferred. Good buyer and salesman, highest references. J., Box 233, Outlook, Sask.

SITUATIONS VACANT

WANTED — GOOD CLERK IN GENERAL store; country; small town; single man if possible. Write M. Daneff, Grant, Ont., C.G.R.

WANTED—A SALESLADY, ALSO A CASHier, Centre Island, Toronto. Pleasant surroundings. Experience in grocery business preferred. Apply Box 144, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — IMMEDIATELY BY GOODWINS Ltd., Montreal, an experienced jam and marmalade maker. State experience, present position and salary desired. Address Employment Department.

WANTED

WANTED—A SECOND-HAND PAPER PRESS in A1 condition, 100 lbs. capacity. Box 176, W. G. Howes, Tamworth, Ont.

FOR SALE

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about $15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment value, which is about one-third property cost. Business can be bought at a big advantage at stock was sold) bought. For further information apply to Box 98, Bruce Mines, Ont.

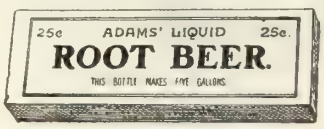
FOR SALE BRAND NEW BODY FOR FORD or Chevrolet car, built for grocery delivery, [illegible] plate windows in back door, painted dark bottle green. A real bargain at $125. J. H. Lewis, Box, Goderich, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Montreal), Que.

Opportunities are offered every week on this page.

Are you making use of them?



AND

Make the Best Home Made SUMMER DRINKS

25c bottles make 5 gallons
15c bottles make 2 gallons

WHOLESALE PRICES

25c sizes $2.10 per dozen, $24 per gross
15c sizes $1.20 per dozen, $14 per gross

Manufactured and for Sale by
PARKE & PARKE, LIMITED
MacNab St. & Market Sq., Hamilton, Ont.

Opportunities are offered every week on this page.

Are You making use of them?

RID-OF-RATS
Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us
Price, small box—15 cents. $1.00 per lb. in bulk.
BERG & BEARD MFG. CO., Inc.
100 Emerson Place. Brooklyn, N.Y.

Now is the Time to Feature Cooked Meats For Hot Weather Trade

Customers don't want to be "always cooking"—they crave "something different." Satisfy this demand by displaying and suggesting Swift's high quality Cooked Meat Specialties. Perhaps the housewife hasn't thought of their convenience and the satisfactory meals which can be prepared with these products. It just needs a suggestion from you to start your customers buying regularly.

SWIFT'S COOKED MEAT SPECIALTIES

are made from choice quality meats and prepared with the utmost care to ensure a high-grade product. Their delicate flavor—and appetizing appearance—make instant appeal. Helpful hints please the housewife and increase business.

Try a few of these lines now and suggest them to your customers:

Swift's Premium Cooked Ham

Swift's Baked Luncheon Loaf — Swift's Baked Ham

New England Style Cooked Specialty — Premium Minced Specialty

Swift's Jellied Beef — Jellied Beef Tongue — Jellied Pork Tongue

Ashland Cooked Specialty

Swift Canadian Co.
Limited

Toronto **Winnipeg** **Edmonton**

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best.

One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.

MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

SASKATCHEWAN R.M.A. CONVENTION EXPORT NUMBER

CANADIAN GROCER

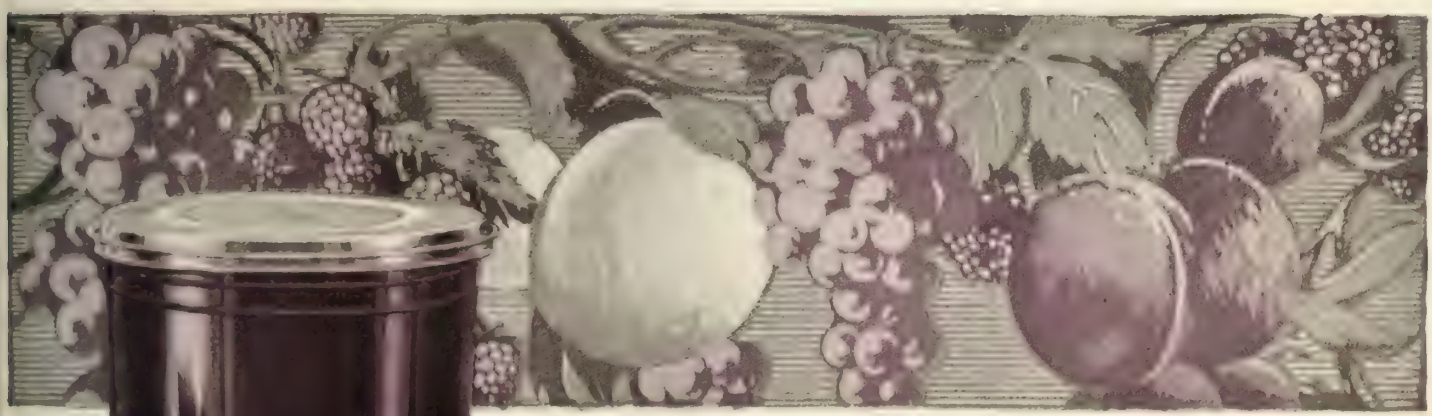
Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JUNE 18, 1920 No. 25

Welch's

Quality Fruit Jams



From the Fruitlands of Niagara

THE same high standards of quality that have, for fifty years, made Welch's Grape Juice "The National Drink" have been applied to the making of Welch Quality Fruit Jams.

And the people know it. That's why Peachlade, Plumlade, Fruitlade and others are selling so rapidly.

All Welch Quality products are sold on Value---and Value alone. Not because they are new or different. They are permanent with the trade and profitable for the dealer.

If you do not carry these jams, or if you are not amply stocked, let us urge you to order from your jobber now. Your customers know Welch products are pure and wholesome.

All Welch Quality Jams are attractively packed in sizes for every need of the trade.

The Welch Co., Limited, St. Catharines, Ontario

1 3/10 Per Cent

During a recent investigation into high prices, the newspapers severely criticized a large chain of restaurants for raising their prices and for profiteering.

The owners opened their books to the Food Administration in order to show that their profits were not exorbitant. They were making exactly one-and-three-tenths cents profit on each meal they served. Think of it!

The knowledge that a restaurant could exist on a profit of only one and three tenths cents per meal came as a surprise to many people. But—the answer is, that their turn over is probably more rapid than in any other business.

The thought we wish to bring out with the foregoing illustration is — that although O-Cedar polish pays much more than 1-3/10 per cent. profit, its greatest claim to a merchant's consideration lies in the feature of "turn over." O-Cedar's rapid and constant "turn over" may be justly attributed to the perfect satisfaction it renders every user. And to extensive advertising of O-Cedar merits in foremost newspapers and magazines.

Dealer signs, Hangers, and Window Displays are a few of the methods of co-operation we fully extend to dealers in O-Cedar products.

Is your stock of O-Cedar Polish and O-Cedar Polish Mops complete?

CHANNELL CHEMICAL Company, Limited, Toronto

O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's
Canada's National Milk

Picnic Time Boosts Borden's Sales

For the Summer Cottage, or the camping vacation, or at the picnic, **Borden's Milk products** are an absolute necessity, always making possible a fresh supply of sweet, palatable, creamy milk and completely solving the inevitable summer sour milk problem with the greatest economy.

Emphasize **Borden's** in your window displays.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

CLARK'S
CANADIAN BOILED DINNER

The finest Beef and carefully selected Vegetables, perfectly cooked.

A well advertised and ready selling line, and just what your Customer is looking for in the summer.

CLARK'S SPAGHETTI
WITH TOMATO SAUCE AND CHEESE

An excellent light summer dish, deliciously flavoured and cooked to a nicety.

Just heat for five minutes—
Then serve!

MADE IN CANADA—BY CANADIANS

W. CLARK, Limited, MONTREAL

SPICES

We offer for prompt shipment from source—documents reading, **in transit to Vancouver**—also from San Francisco and New York, in bond, the following spices:

PEPPERS

Singapore Black
Singapore White
Lampong Black
Muntok White
Aleppey
Tellicherry

GINGERS

Jamaica
African

PAPRIKA

Spanish
Hungarian

Quotations upon Application

J. ARON & COMPANY, Inc.

NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alta.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD. Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B. C.

"Norse Crown"

NORWEGIAN

BRISLING (SARDINES)

Summer always speeds the sales of *"Norse Crown" Sardines*---that is why so many Canadian grocers are featuring these tempting full flavored morsels in their window displays and on their counters.

"QUALITY WILL TELL"

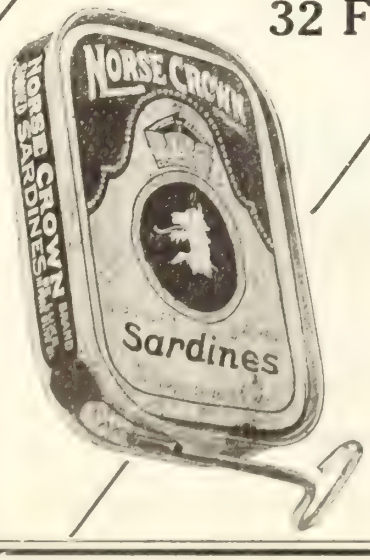
Norse Crown Sardines in pure olive oil are known and famed for their high quality from coast to coast.

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.

32 Front St. W. - Toronto



Superior Brand Macaroni

The new Macaroni that is all its name implies.

Superior in Flavor
Superior in Quality
Superior in every way

Superior Macaroni is made from the finest Canadian hard wheat flour by experts in a bright, modern factory.

Look over your macaroni, vermicelli and spaghetti stock and try a sample order of Superior Brand—*the macaroni that is really superior.*

Selling Agents for Canada:

Sainsbury Bros.

Toronto

VANCOUVER, B. C.
134 Abbott St.

WINNIPEG, MAN.
510 Confederation Life Bldg.

MONTREAL
116 St. Nicholas Bldg.

HALIFAX
223 Hollis St

The Superior Macaroni Co. Ltd.

Toronto, Ont.

HOLBROOKS

Imported

WORCESTERSHIRE SAUCE

This famous sauce is known from coast to coast. It requires no selling effort. Its reputation for quality and zesty flavor sells it on sight.

As an appetizing sauce for fish, game, meat, etc., it is without an equal. Try a sample order—put it on display and see how fast it sells. There's a good profit on every sale.

Holbrooks, Ltd.

Toronto and Vancouver

—For tasty summer meals recommend—

King Oscar

Brand

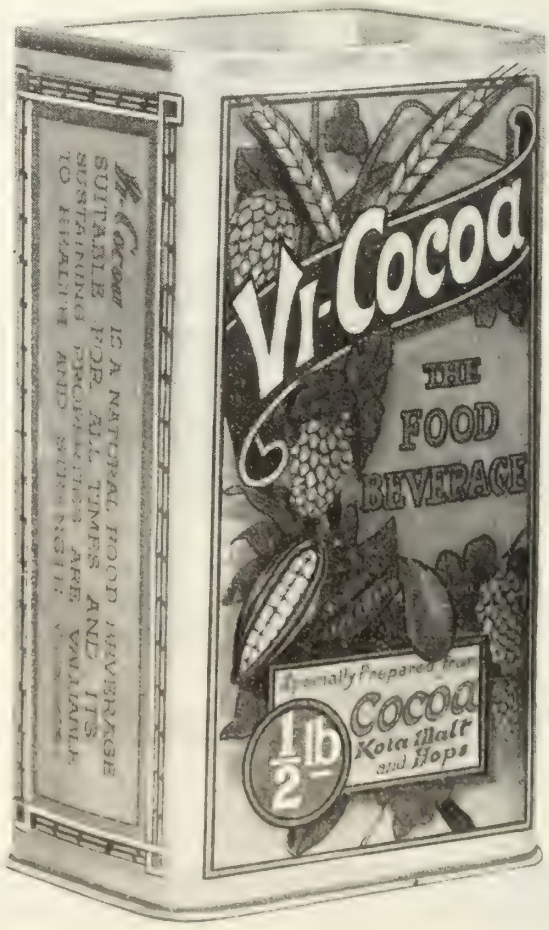
Sardines

Now is the time to feature **these finest of Norwegian Sardines in pure olive oil** and by suggesting them to your customers with every order you can ring up a neat substantial profit.

Canadian Agents

John W. Bickle & Greening

Hamilton **Ontario**



Cold Drinks for Hot Days

A bottle of "MONTSERRAT" LIME FRUIT JUICE contains a delightful succession of wholesome, refreshing summer beverages, enjoyed by every member of the family.

"MONTSERRAT" is one of the few fruit juices that men, in particular, find satisfying.

Ladies find it a welcome change from lemonade. And it is suited for the children because it is simply the pure juice of ripe cultivated West Indian limes—the finest in the world.

MONTSERRAT
Lime Fruit Juice

lends its fruity fragrance, its snappy deliciousness to each and every drink. It keeps indefinitely—is always ready for use—and grows more popular with each succeeding season.

Grocers especially find "MONTSERRAT" an excellent summer seller. It shows rapid turn-overs throughout the warm weather, and gives a good profit on every bottle.

We help you to increase your sales with our big, striking advertisements in the papers and magazines—and with window trims, counter signs and other display. Feature "MONTSERRAT" in your store, and get the full benefit of our advertising and the steadily growing popularity of "MONTSERRAT."

National Drug & Chemical Co. of Canada Limited, Montreal

ROYAL ACADIA SUGAR

Uniformly Good

The goodness of Royal Acadia Sugar never varies.
The quality is ever the same—

Every Grain Pure Cane

always. So you are justified in recommending Royal Acadia—it never fails to satisfy.
Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Ltd.

HALIFAX, CANADA

Furnivall's FINE FRUIT PURE JAM

A Wholesome Satisfaction

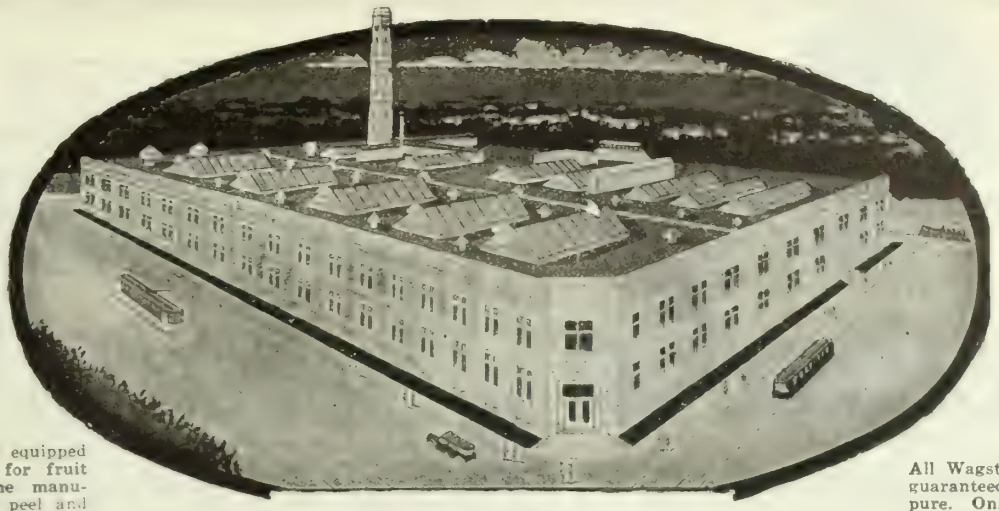
—is what your customers receive by a purchase of this pure jam. In addition to it being an economical dessert, the fact that it is made from pure, wholesome fruit and in an exceptionally sanitary factory, appeals to the particular woman who delights in making a good impression on her chosen guests.

A display of FURNIVALL'S Fine Fruit Pure JAM will bring good results.

FURNIVALL-NEW
Limited

Hamilton - Canada

AGENTS **The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Toronto:** C. H. Grainger & Co., 406 Parliament St. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Northern Ontario:** E. A. Cuff, North Bay. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"

WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade
ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them

WAGSTAFFE'S
Real Seville
Orange Marmalade

All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

DIRECT SHIPPERS

Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42 King William St., London, E.C. 4

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenhan Hale
LONDON, N. 17.
England

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them.

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd., Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

EUREKA

Grocers Refrigerators

are available now in all the popular sizes for grocers' use. *Don't* delay your order any longer as warm weather is here now. You need a Eureka refrigerator to take care of your perishable foodstuffs; the Eureka patented cold, dry air circulation system guarantees the highest efficiency with lowest consumption of ice.

Buy the refrigerator that will give you an absolute guarantee against spoilage.

Write for free illustrated literature.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
Owen Sound, Ont.

A Sure Business Bringer

Garton's Custard is a new and quick-selling line, widely advertised; it is certain of an increasing demand.

Garton's CUSTARD

sold in tins and cartons of handy shape and size.

Sole Agents
W. G. Patrick & Co., Ltd.
Toronto, Montreal

PURNELL'S

England's Best PURE MALT
VINEGAR, PICKLES & SAUCES

SPECIALITY **B V** FRUIT SAUCE

Have Stood the Test of Time
Having Been Established since 1750

Our Agents have a full range of samples

PURNELL & PANTER, LTD., Bristol, ENGLAND

Canadian Agents:
J. Billman & Son, Pickford & Blacks Wharf, Halifax, N.S.
J. Hunter White, 7 and 8 North Market Wharf, St. John, N.B.
R. B. Hall & Son, Room 21, 212 McGill St., Montreal.
W. T. Donohue, 401 Richmond St., London, Ont.
The Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.
J. E. Huxley & Co., P. O. Box 815, Winnipeg.
C. E. Jarvis & Co., Duncan Buildings, Pender St. West, Vancouver, B.C.

JAMS
MARMALADES
PEELS

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Montreal, Quebec

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THE MacLEAN PUBLISHING COMPANY, LIMITED 153 University Ave. TORONTO, ONT.

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Fattening Tonic recommended by Veterinary Surgeons. Gives the Horse Good Appetite, Glossy Hair, Cures Indigestion and Strengthens the Back.
Splendid for Whole Systems and Kills Worms.
Horse Users Enquire About It.
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The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
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The most delicious European Confections
Packed in wooden 10 lbs. boxes
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is the parent home of THE BRITISH EMPIRE STEEL CORPORATION, the biggest industry of its kind within the BRITISH EMPIRE, and is destined to become one of the most active industrial and consuming centres in EASTERN CANADA. MANUFACTURERS, are you getting the volume of business from this district your line deserves? If not, get in touch with a live wire resident broker having nine years connection with the wholesale and retail grocery trade throughout this district, and a thorough knowledge of the BISCUIT and CONFECTIONERY trade. Detail work receives particular attention. Will be pleased to furnish references. Correspondence invited. If interested, write
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Manufacturers Agent and Grocery Broker

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BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills" Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

Curacao, Callao and Cuba

We received orders for all these places last week and for several other foreign ports besides—for instance a carload of 20,000 pounds for Buenos Aires for a customer who was so delighted with his first carload that he immediately cabled for another. Race, creed or colour make no difference—all appreciate fine quality in tea. What is more, they all recognize the Sterling Good Value under the "Salada" trademark.—Abandon mythical profit seeking and enrich the till with *real turnover*.

"SALADA"

Purity Flour Gets the Orders

WHEN a bag of Purity Flour comes into a house, it advertises your store and the goods that go with flour. And, as it's a satisfactory flour—for breads, cakes and pastries—customers come back for more

PURITY FLOUR

Push Purity Flour and the movement to encourage more home-baking. Home-made things taste better and grocers do more business with customers who are liberal users of flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria; Nanaimo, Vancouver, Prince Rupert, New Westminster Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich Ottawa, Montreal, St. John, N.B.

Fresh Fruits and Granulated Sugar —That's All

UPTON'S

Pure Marmalades and Jams

A dainty serving for breakfast or tea.
Wholesome appetizing food for kiddies' lunches.
There are a score of delightful ways of serving Upton's Jams and Marmalades.
Our nation wide advertising shows how.
Display these goods in your store.

The T. Upton Co. Limited
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Shirriff's TRUE VANILLA

Sell the Sort of Goods You'd Like to Buy

The surest indication of an article's "saleability" is your own opinion of its merits. Your customers cannot be expected to buy goods you wouldn't buy yourself—and be satisfied. Their satisfaction and your profit demand that you sell goods of unquestionable quality. When your customers ask for vanilla they want **Vanilla**—not a substitute. When you sell them Shirriff's True Vanilla Extract they **get** Vanilla—a very much higher percentage of genuine vanilla-bean extract than even the government standard demands.

You should have a good supply of Shirriff's Extracts on hand. When a customer asks for an extract—sell her Shirriff's. You will notice that she will specify Shirriff's the next time.

IMPERIAL EXTRACT COMPANY
TORONTO -- CANADA

Selling Agents for Canada:
Harold F. Ritchie & Co., Limited
TORONTO and MONTREAL

Particular Customers Ask for the Best Tea

It is always safe to recommend Red Rose Tea to particular customers. It is a tea so good that wealthy people want no better.

And as it makes one-third more cups than ordinary tea, economical people want no cheaper.

Red Rose Tea

"IS GOOD TEA"

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton St. John's, Nfld. Portland, Maine

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read CANADIAN GROCER each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Robinson's "Patent" Barley is the ideal food for invalids and babies.

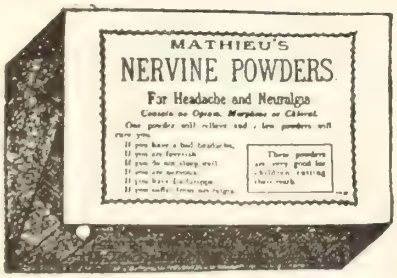
The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

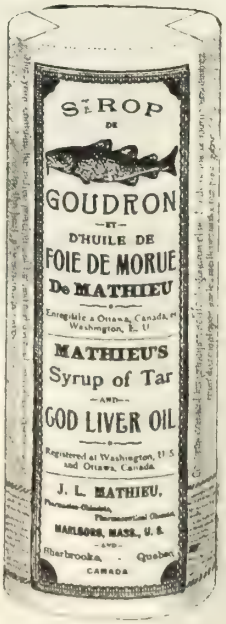
MAGOR, SON & CO., LIMITED
191 St. Paul Street, W., MONTREAL
30 Church St., TORONTO.

The Mathieu Lines are Always in Demand



Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



A Great Remedy for Neuralgia, Sleeplessness Sick Headache, La Grippe.

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

CANADIAN GROCER

VOL. XXXIV TORONTO, JUNE 18, 1920 No. 25

Consumers' Association Can No Longer Practise Unfair Methods

Board of Commerce Orders That This Association of Windsor, Ont., be Restrained From Continuing Certain Practices With Respect to the Holding and Disposition of the Necessaries of Life

SPECIAL interest of the retail grocery trade is attached to the decision of the Board of Commerce re he Consumers' Association, of Windsor, Ont. The Board has ordered that this association, the person or persons composing such, and H. V. Martin, the manager, be restrained and prohibited from ontinuing the following practices with espect to the holding or disposition of he necessaries of life, said practices being, in the opinion of this board, designd or calculated to unfairly enhance the rice of the necessaries of life hereinfter mentioned:—

(a) The practice of requiring, canvassing or soliciting from persons resident in Canada payment of a membership fee of any amount for alleged membership in said Consumers' Association or any similar association, whether under the same name or otherwise, in which membership purports or is alleged to give the right or opportunity to such persons as pay such sums as may be required as aforesaid to purchase from the said Association sugar or any other articles being necessaries of life, or articles usually sold in retail grocery stores, at specially low prices and without profit, recouping by means of unreasonable profits or gross profits in excess of twenty-five per cent. upon cost.

(b) The practice of selling by way of assortments embracing a number of articles or commodities, the prices of some of which have been set at a very low price and advertising at such low prices, and prices of other articles or commodities of such assortments being set at a sufficiently high price as to enable recoupment upon the whole assortment of the loss, if any, made as the result of the inclusion of the assortment at very low prices of the articles or commodities first mentioned.

(c) The practice of selling or offering for sale sugar or any other article or commodity at less than cost thereof and imposing as a term or condition of the purchase of such sugar, the purchase at the same time of other articles or commodities at prices higher than are reasonable and just;

(d) The practice of advertising sugar or any other article or commodity at cost or less than cost and making the right to purchase such sugar or other commodity at the price quoted, dependent upon the purchase of any other article or articles, commodity or commodities, at any price.

Demanded $2 Fee

For some months prior to February, 1920, various representations have been made to the Board of Commerce, to the effect that the Consumers' Association of Windsor, Ont., H. V. Martin, manager, was and had been continuously, for some years past, canvassing in various parts of Canada for consumers, citizens of Canada, to become members of the Consumers' Association, Windsor, Ont., on the payment of a two-dollar membership fee. It was alleged that the business of canvassing for members was conducted by local agents of the Association and that these agents became such by the purchase from the Consumers' Association of so-called "agents' outfits," at rates ranging from ten dollars to one hundred dollars, dependent, apparently, upon the quantity of "certificates of membership," and other literature which was supplied. The individual agent was given a certain territory in which to canvass.

Prices Were Attractive

The literature to be shown to prospective members was quite ingeniously arranged. The inducements as propounded were extremely promising. The prices quoted in this literature applied to a limited number of articles, and as to these it may be stated in a general way that the prices were much lower than the commodities could be purchased for at retail stores. Later, on becoming a member, the individual who had been operated upon according to the Company's system, ascertained from the further literature that was furnished to him that such groceries as he desired could only be purchased in what was known as "Special Bargain Assortments," numbered "A," "B," "C," "D," &c., at varying amounts for the entire assortments. A member then discovered, for instance, that the sugar could not be purchased at the materially reduced price shown in the originally exhibited literature except as portion of one of the "Special Bargain Assortments" unless, indeed, sugar could be or was secured by the Consumers' Association itself.

Sugar at $6.50 per Cwt.

For example, when the retail price of granulated sugar was ten dollars per one hundred pounds the literature of the Consumers' Association purported to offer it for six dollars and fifty cents per one hundred pounds, and when the retail price later became fifteen dollars per one hundred pounds, the literature of the Association quoted the members' price at eight dollars and fifty cents. The quoted prices were indeed lower than the cost of granulated sugar at the time to the refiners thereof. The complaints received by the board were numerous. Some of them involved charges that the Consumers' Association had been obtaining money under false pretences. A number of charges were received to the effect that the Consumers' Association, after having received payment for granulated sugar, sent yellow sugar instead. Several complaints were that money having been sent forward it was retained and the goods ordered were not sent nor the money returned.

Got 40 Cents of Fee

The charge made for certificates of

membership was two dollars per head. The agent's share of the proceeds of sale of the membership certificate was one dollar and sixty cents, the share of the Consumers' Association being forty cents, with the association securing, additionally, ten dollars, fifteen dollars, twenty-five dollars, or one hundred dollars, as the case may be, which the agent had remitted to the Association in the first instance before securing authority to canvass as mentioned.

It was claimed by those who brought the matter to the attention of the board that the association was causing false and fraudulent statements to be made to those with whom it did business in the manner mentioned. The members so canvassed for and obtained were supplied with advertising literature which set forth that the members of the Association were entitled to secure groceries at prices far below the cost of the same commodities in ordinary retail establishments.

Complaints Justified

It was contended that the operations of the company, apart from the character of the representations made to obtain members of the association, resulted in the making or taking of unfair profits and that the company's practices were designed or calculated to unfairly enhance the cost or price of necessaries of life.

A preliminary investigation instituted by the Board caused the board to come to the conclusion that the complaints and contentions raised against the association were justifiable.

In canvassing for membership the local agents would supply the prospective members of the Consumers' Association literature supplied to the agents for the purpose of being handed to prospective members, which literature contained some ten or twelve sample prices of articles or commodities that could be secured from the Consumers' Association by members of the association. In every case granulated sugar appears to have been the leading inducement. The prices quoted were invariably lower than the current rates.

Even when sugar was purchased separately and the prevailing wholesale price was offered by a member there was frequently much delay in filling the order and sometimes failure to fill or recognize the order at all.

The board issued an order restraining the association from operating for a period of forty days. Then followed a hearing in Windsor, with the finding of the board as stated above.

Commerce Board Learns More re Sugar

H. P. Eckardt, of H. P. Eckardt & Co., Gives Reason For His Stocks of Sugar and Deals with the Situation from October Last—Net Profits Figured Out—Yellow Sugar Had to Be Taken to Get Granulated.

By Staff Correspondence

TORONTO, June 16.—The Board of Commerce, after hearing something about conditions in the selling of sugar in Montreal and Ottawa, came here on Monday to investigate the local situation. Commissioner James Murdock was the only member of the board present. W. F. O'Connor, K.C., the other member, was expected on Tuesday morning, but was not present. The board had received records of purchases of sugar by Robert Anderson, a broker in Montreal, from a number of the Toronto and Ontario wholesale grocers during March, April and May. They desired to find out the cost of this sugar to the various wholesale grocers.

The evidence showed that, whereas at times profits were made by the wholesalers from these sales, on other occasions considerable losses occurred.

The first wholesale grocery firm to appear was that of H. P. Eckardt and Co., Toronto. Major Duncan, Ontario representative of the Board of Commerce, named some figures in regard to amount of sugar this company had in stock at various times. He stated that from figures received from the company the average weekly purchases of sugar from October 11 to February 28 were 114,282 pounds, and the average sales 72,067 pounds. Major Duncan claimed that an excess amount was purchased and "put aside for future use." On sales of yellow sugar he said a margin of 31 per cent. on cost was made, and on granulated sugar, 17 per cent.

Sugar Sold to Robert Anderson

Commissioner Murdock questioned Mr. Eckardt in regard to sales of sugar to Robert Anderson of Montreal. Altogether these sales amounted to some 230,000 pounds. Mr. Murdock gave the following statement of these: "March 15, 20,000 pounds; March 16, 50,000 pounds; March 17, 20,000 pounds; March 26, 20,000 pounds, and April 12, 100,000 pounds. He wanted to find out how these quantities had been bought, from whom, and the price paid. Mr. Eckardt stated that it was difficult to tell out of what lots each of these had been sold. Also that on April 12 his firm had sold Mr. Anderson sugar that they did not have in stock. In other words they oversold, and had to take a considerable loss. A certain quantity of yellow sugar was bought at $16.16 and sold to Mr. Anderson for $14.95. Mr. Eckardt was away at the time and when he got back found that they had oversold on this sugar. From 1 to 1½ cents a pound was lost on the last 1,000 bags sold. He also stated that he sold sugar to anybody who would buy it as well as all other kinds of foodstuffs. They had sold to brokers in the past, maybe not as much, but there had been years when they had sold twice as much sugar altogether in the same period of time. When this sugar was sold to a broker they did not know who was going to get it. It might be another wholesaler or a refiner who wanted it. There have been years when double stock was carried and they would sell to wholesalers, brokers, or anyone who could buy in a big way and pay for it.

"We sell anything to anybody," declared Mr. Eckardt. "We will sell 500 bags of sugar or a quantity of raisins or anything, and as wholesale grocers we consider this quite legitimate business. In 1911 we had a great deal more sugar in our possession. It was scarce that year, too, and sold at about 6 to 7 cents per pound."

Commissioner Murdock endeavored to figure that 3,500,000 pounds of sugar in 1911 at around 6 and 7 cents a pound would amount to less an outlay than at the present time, but his figures gave him $150,000 in 1911, whereas a million pounds would represent at present prices about $125,000.

Mr. Eckardt further stated they had no difficulty getting yellow sugar during the past several months, but they had in getting granulated sugar, and had to take yellow to get the other many times.

At this juncture Edgar J. Wood, an employee of H. P. Eckardt and Company, was called to give evidence in regard to the various lots of sugar sold to Robert Anderson of Montreal. Some of the sugar costing $16.16 less 5 per cent., yellow, had been sold at $14.95 to complete a contract.

"We had overlooked certain sales that had not been delivered," said Mr. Wood when this particular sale was being put through.

One large sale of 100,000 pounds on April 12 was made at $15.75, for which was paid $15.50.

Sugar 30 Per Cent. of Turnover

Mr. Eckardt stated to his counsel, A. W. Anglin, K.C., that his volume of business this year would be around $4,000,000, based on the business of the first three or four months. These months were the lean ones at that. His March sales were approximately $500,000. The average stock of goods all told of the

company was between $700,000 and $800,000, apart from stock-taking time when stocks were low. He calculated that sugar sales would amount to about 30 per cent. of the annual turnover and that his average cost of doing business was from 9 to 10 per cent. on turnover. In fact lately it was more like 12 per cent. Business was done in a large way in a great many lines. For instance three months ago he had made a purchase of 25,000 boxes of raisins, more than enough for his regular retail trade, with a view to turning them over quickly and making some profit. Not long ago he had purchased fifteen cars of dates mostly for distribution to jobbers or brokers. He has also bought as much as 10,000 chests of tea at one time.

Sometimes we make money," said Mr. Eckardt, "and sometimes we don't. We often buy goods in advance, and somewhere throughout the world the market breaks and we lose. We could not stay in business if we did not have chances to make profits when we figured we could make some money. Sugar may go up or down. For instance, in January the sugar market in New York went to pieces for a couple of weeks and there was a chance that we might have had to take a loss at that time. We have to carry heavy stocks of many lines. If our regular retail customers could not get certain lines from us we could not stay in business. Sugar is one of the main articles, perhaps the most important. We have to provide ahead for stocks, and particularly when sugar is scarce, to hold our trade."

Counsel Intimates Case is Prejudged

Commissioner Murdock interrupted Mr. Anglin's questions abruptly, stating that he "did not want to listen to any long-winded discussion of the method of doing wholesale grocery business." He wanted to know about "the accumulation of sugar week after week preparatory to an advance in price and it being turned loose on the market in greater quantities than ever before."

Mr. Anglin made strenuous objections to the word "preparatory," and maintained there was no warrant for such a statement, that he was prepared to present facts to the contrary. Mr. Murdock replied that he considered that exactly the same results accrued as if this accumulation had been preparatory, and that, so far as he was concerned Mr. Anglin was "not making any hit with him."

"I can't help that," replied the counsel, and intimated that apparently the Board of Commerce had already judged the case before the evidence was in.

It was then decided to hold the entire matter over until Mr. O'Connor joined the board on Tuesday morning. However, he was not there, and the matter was again held over. It was concluded Tuesday afternoon.

White Sugar Shortage Last Fall

When the hearing resumed on Tuesday afternoon Mr. Eckardt gave a number of facts and figures in regard to his sugar supply, prices, etc. In the fall of 1919 he said the sugar situation was serious so far as supplies were concerned. He would be out of sugar for a week or ten days and sometimes a longer period. Sometimes it would come along fairly good but others it would be bad. In a general way granulated sugar was quite scarce and difficult to get. His company had to take a percentage of yellow sugar to get granulated at various times. There were weeks when more sugar was sent out than was received. For instance, the week ending October 25 there were 45,000 pounds granulated received and 66,880 pounds sent out. Week ending November 1, 37,000 received and 64,665 pounds sent out. November 8, 21,000 pounds received and 34,217 sent out. Week ending November 15, only 8,000 pounds were received. This was around the period when his warehouse was bare of sugar. Week ending December 6, 32,000 pounds were received and 36,615 shipped; week ending February 21, 58,500 pounds received and 62,950 shipped; week ending February 28, 9,000 pounds were received and 52,915 shipped out.

Commissioner Murdock asked why these figures were different from those given by the Company to the Board.

Mr. Anglin pointed out that both figures were correct. The figures given the Board were for total shipments including yellow and white sugar, whereas these figures were for white only.

Mr. Eckardt further stated he had never had as much granulated sugar during the period above mentioned as he could handle.

Major Duncan's statement had showed about 232,000 pounds in stock at one time. Mr. Eckardt stated this would be about three weeks' normal supply. Running full capacity his firm would sell 100,000 pounds per week. At the rate they sent out sugar the week before the advance on February 27 they would have a little over five weeks' supply on hand. That was not out of the ordinary course of the business at all.

"Through all that period," stated Mr. Eckardt, "we kept our retail customers supplied as best we could. We could not get any definite information from refiners' agents regarding future supplies. If we had not conserved the supply we might have been in the same position as last fall, which would have meant we would be losing thousands and thousands of dollars if we could not supply sugar to our retail customers along with other goods."

Mr. Anglin—"Did you ever make sales above the refiners' list prices?"

Mr. Eckardt—"No, never to my knowledge. And sometimes on yellow sugar we sold below the refiners' list."

Becomes More Plentiful in March

"As soon as prices were fixed by the refiners on or about February 27 and their list raised we were informed by the refiners' agents we could have all the granulated sugar we wanted. Previous to that time we couldn't get any definite information regarding future supplies, but after that we were told we could get all the sugar we wanted. I immediately decided to let go the sugar we had in stock on account of freer delivery. The refiners' statement was borne out. So much granulated came to Toronto that some wholesalers had to turn it down. There was actually a glut of sugar on the market. We, for instance, took two cars turned down by other wholesalers. It was being peddled around from place to place and could not find buyers. We did not apply the increase to all the sugar sent out. A lot of this was sold at the old price during the following week. Insofar as refiners' price lists are concerned, I know of no wholesalers who do not always follow these lists and changes in prices as they take place. If the wholesaler has a stock of sugar on hand and the price comes down he has to drop his prices; if prices go up he applies the new list to the stock in hand.

"Yellow sugars were particularly plentiful nearly all the time. There was an excess more than I ever knew in my business experience, extending over 30 years. Yellow sugars were practically forced on us, in order to get granulated. We had promises to get granulated sugar later on whenever refiners had any, if we took the yellow. We were always anxious to sell yellow sugar at the regular prices, and sometimes less. There was a lot of yellow exported during this period. Some that we sold to brokers we found later were for export. We never know where such sugar goes when we sell to a broker. We don't care where it goes, and we couldn't find out if we wanted to. The brokers wouldn't tell us. Our experience was that consumers would not use the yellow sugar to any extent even when the granulated got scarce. Some of them would travel all over town to get white sugar."

Net Profits Are Small

Dealing with the figures showing the alleged profits presented by Major Duncan, Mr. Eckardt pointed out that no allowance had been made for cartage to and from the Toronto warehouse, nor for freight to country points. These figures should be deducted from the alleged profits, also 10% for the cost of doing business. At the present time, he said, costs were more like 12%, and would easily average 11% right now. On sales of white sugar, amounting to $43,726, the true profit was $1,906.78, which amounted to about 4%, or three-fifths of a cent per pound.

Also on the yellow sugar there had been no reduction made for freight and cartage, and large quantities of yellows were carried for a long period, which meant extra storage charges, additional insurance, etc. No allowance had been made in Major Duncan's figures for the cost of doing business. The true profit worked out at 14.88% on the yellow sugar, or approximately one and two-thirds cents per pound.

Refiners' Lists Followed

Commissioner Murdock remarked here that what had been put in as expense was brand new to him. He had only been on the Board of Commerce for nine months. He asked if it was not considered that 5% is the recognized wholesaler's margin.

Mr. Eckardt replied that the wholesalers could not possibly sell sugar at 5% in one and five-pound bags, and make any profit, even if that were the recognized margin. Apart entirely from the 5% the wholesaler advances his price as the refiner advances his, just the same as he has to reduce the price when the refiner lowers his. If there is no change he takes the 5%, and if there is a change he has to abide by the new list.

Another point that puzzled Commissioner Murdock was the difference in price of granulated sugar to retailers, as shown on the list submitted to the Board of Commerce. Mr. Eckardt and Edgar Wood, who looks after the sugar end of the business, pointed out that different refiners had different prices, and also freights to more distant points, were higher. Mr. Eckardt stated that the Trade Commission at Ottawa had announced, about the end of December, that if the public would not use yellow sugar, export licenses would be granted for it, which indicated it was a glut on the market.

To Major Duncan, Mr. Eckardt pointed out that his method of doing business was not speculative, it was simply plain business. By purchasing in large lots, lower prices could be secured.

Is Wholesale Business Speculative?

Commissioner Murdock: "Isn't it speculation?"

Mr. Eckardt: "Then all business is speculative. We buy because we think the market will go up. That's pure and simple business, and I don't know of any competitive business that does not operate on similar lines."

Major Duncan: "What is the underlying principle or theory on which you operate?"

Mr. Eckardt: "We do not operate on any theory or principle. There are no definite principles in the wholesale grocery business. Business shifts and turns every way, prices go up or down overnight, and it is an absolute impossibility to work on any definite

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Sugar Sales to Montreal Broker

Board of Commerce Checks Up Robt. Anderson's Figures and Finds What Wholesalers Paid for the Sugar—In Several Cases It Was Sold at a Loss—Retailer Tells of His Stocks and How His Costs Have Gone Up

TORONTO, June 17 (Special).—On Tuesday morning sales of sugar from other wholesale grocers to Robert Anderson, of Montreal, were gone into before Commissioner Murdock of the Board of Commerce. Leigh Garvey, of John Garvey and Sons, London, Ont., stated his firm had sold him 50,000 lbs. on May 1st for $19.16, less 5 per cent.; and again 150,000 pounds, all purchased for $19.16, less 5 per cent. On May 2nd 10,000 pounds of granulated were sold for a retailer, James Egan, of Simcoe, Ont., to Mr. Anderson. On May 11th, 50,000 pounds of yellow bought at $18.66, less 5 per cent.; on May 22nd, 30,000 pounds of granulated bought at $19.23, less 5 per cent.; on May 22nd, 10,000 pounds yellow purchased at $18.73, less 5 per cent. Mr. Garvey pointed out that while the regular wholesale profit allowed was 5 per cent., wholesalers do not always get that from the trade, as they allow the trade 1 per cent., sometimes too freights enter into the matter and the 5 per cent. is further lessened.

Commissioner Murdock: "You bought sugar at $19.16, less 5 per cent., and sold it for $20.00. Am I right in stating you got 5 per cent. plus 84/100 of a cent per pound profit?"

Mr. Garvey: "That is correct."

J. A. W. Craig, vice-president, Warren Brothers, wholesale grocers, Toronto, gave figures in regard to various quantities of sugar he had sold to Mr. Anderson of Montreal. One lot, sold on April 16th, amounted to 20,000 pounds yellow. Four hundred bags of yellow were bought from W. G. Craig and Company, Kingston, for which they paid $15.75, and 600 bags from T. Kinnear and Company, at $15.00. This was sold at $15.75. Other sales of sugar were also gone into.

W. E. Sutton and Co. sold Mr. Anderson of Montreal, on May 6, 40,000 pounds of granulated, for which they paid $21.50 net. On May 8, they sold 30,000 pounds granulated, which cost them $21.89 net. On May 19, they sold him 40,000 pounds yellow, which cost $18.85 net.

F. C. Armstrong, president of Armstrong and Paffard, wholesale grocers, Toronto, sold on April 7, 30,000 pounds yellow to Mr. Anderson, which had cost them $15.35, and they lost $105 on it. On May 14, they sold 40,000 pounds granulated, costing $19.16, less 5 per cent., at $22.60. This was a case where they had made money on a sugar sale.

A Regular Business

"We felt right along," Mr. Armstrong said, "that sugar was a good buy, as raws were higher in New York than refined sugar here. We did not go out of our way as wholesale grocers to do this business, as this is a regular thing with the wholesale trade."

Frank Fearman, Fearman Brothers, Hamilton; T. H. Kinnear, of Thos. Kinnear and Company, Toronto; and W. E. McMurtry, vice-president Groceries, Limited, Toronto, also gave their figures. Mr. Kinnear made one sale of yellow sugar at $13.50 in February, which cost them $14.21. They thought that yellow sugar at the time would be a drug on the market and they turned the stock into money. Their total sales to Mr. Anderson this year were $25,545 and total profit $1,259.75 or 4.94 per cent. gross. There were 1,425 bags of yellow and 120 bags granulated. The above margin does not include carrying charges, freight, insurance or overhead.

A. S. May, of A. S. May and Company, brokers, Toronto, stated that he represented Robert Anderson of Montreal, in buying sugar on a brokerage basis. The brokerage fee varied from 5c a bag to 27½c per bag, and averaged about 13½c. This fee figured out at less than .1 per cent. and Mr. May pointed out was paid him for looking after bills of lading, catching cars in transit and re-shipping sugar to the proper points, etc. Altogether he had handled between March 1 and May 31, 32,755 bags of sugar.

Wallace Anderson, manufacturers' agent and broker, Toronto, gave figures showing that sugar, for which he paid $21.00, was sold to his brother in Montreal at $21,75, and that other sugar bought at $19.00 was sold for $19.00. This was yellow sugar. Mr. Anderson pointed out to the Commissioner that the actual cost of raw sugar to-day was considerably higher than what the refiners have been selling in Canada.

S. Weinstein, of the Standard Wholesalers Limited, told of selling a car of sugar to Mr. Craig, of Warren Brothers, at $22.25, which had cost him $16.16. He sold another lot of 10,000 pounds of granulated for $22.25 which cost $19.50.

Mr. Bowes, of Bowes & Co., confectioners' supplies and manufacturers, Toronto, gave figures in regard to sales of sugar to Robert Anderson, Montreal. On April 14, 40,000 lbs yellow were sold. This was an accumulation bought at various times for $14.71 up. A sale of 30,000 lbs. granulated was made in April bought at $21.50, and also 10,000 lbs. yellow. A cent a pound was made on the granulated, and ¼c per lb. on the yellow.

Henry Rowntree, of Wm. Rowntree & Sons, West Toronto, retail grocers and provision dealers, gave figures in regard to sugar in stock. An investigator from the Board of Commerce visited their store last Saturday and estimated the amount in stock at 600 bags. Mr. Rowntree took stock first of the week and found 436 bags of granulated and 68 of raws, making a total of 504, or nearly 100 less than the investigator's estimate. This, he said, was only about four weeks' supply of both granulated and yellow. He said that in addition to selling to consumers he sold in a jobbing way to restaurants, ice cream makers and to retail grocers. Answering Major Duncan, he said he kept within the ruling of the Board of Commerce last year in regard to margin on sugar. His present price for granulated is 22 cents. Before May 26, he sold it at five pounds for $1.04. In January he was selling sugar at $15.50, in 100 pound lots.

In years past he used to buy sugar in car lots, in February and March, but this year he had difficulty in getting it, and it was slow in coming. Many times when the refiners advanced prices, his firm would not advance it for a week or so. Sometimes they would be out of sugar when the price advanced. During January, February and March, about every 3 weeks they would be without sugar. We had a car coming January 15 which did not arrive.

"Did you make a profit in sugar last year"

"No, due to insufficient margin. There is not enough in 1½c to pay our costs. My estimate of a proper price is 25 per cent. on the cost price. Formerly a fair margin could be made at 1 cent over cost, but sugar then was only about 6c per pound. Rent, paper bags and twine had all gone up about 400 per cent. The highest wages paid in 1914 was about $12, whereas to-day it is $35.00."

ITALIAN GROCERY WAS DYNAMITED

The grocery store operated by Joe and Tony Meloni, Welland avenue and Geneva street, St. Catharines, Ont., was dynamited by unknown parties a few nights ago. The three plate glass windows were demolished, the door on the Geneva Street side being blown to pieces. The plastering in the store was broken, and a large section of flooring and joists torn to pieces.

CORNFLAKES LIKELY TO ADVANCE

Corn flake manufacturers in the United States have advanced corn flakes to $4.90 per case; this is an advance of about $1 per case over the price of corn flakes in Canada.

All corn flakes that are manufactured in Canada are made from American white corn. This corn market has been steadily advancing for some time past and American manufacturers state that the reason their product has advanced is due to the higher cost of corn. Whether this condition will affect the price of corn flakes in Canada, Canadian Grocer can get no definite information. One manufacturer intimated that there was a possibility of an advance and that wholesalers were booking orders heavily.

Study of Costs Promotes Business

Time is Well Expended in Every Case Wherein Its Use Promotes Minute Accuracy—Grocer in Manitoba Tells of Difficulty of Figuring Freight Charges.

By HENRY JOHNSON, JR.

May 24, 1920

LETTER from Manitoba:—Dear Sir, Last year I sent my statement for criticism and was very much pleased to have you comment on it and offer suggestions. I have tried to follow them, although I will admit that I find it just a little difficult to add freight to cost of goods as they come in. I have followed the plan of adding 2 per cent to cost. This, I figure, will take care of freight charges. My expense account shows clerk hire, all taxes on stock and building and ordinary upkeep of building. My real estate account shows a little gain because of some permanent improvement I have made. The value of real estate is not shown in report. I am carrying it on my books at about its actual cash value. I also figure depreciation on fixtures, but in past year have added some new fixtures which causes the account to show a gain. I have also taken out of the business $2,163.93 for investment in real estate and my personal use. I find it almost impossible to reduce the stock carried at this time. The extreme high prices have caused the value of stock carried to reach a much higher point than it ordinarily did.

I bought futures in canned goods last summer. Early in the fall I bought my supply of dry goods, ginghams, percales, overalls, and work clothing sufficient for this summer's business. Also had my cellar full of potatoes. Also had my heaters and ranges bought early. About all these were in at time of inventory and helped to make it larger than it ordinarily would have been. I do not make a practice of buying very many futures, although I have found them very profitable this year.

If I have figured correctly my cost of doing business was a little over 11 per cent., while the gross earnings was a trifle over 16½ per cent. This would show about 5½ per cent. net on sales. This is a gain of 1 per cent. over last year's business. Your trained eye will see at a glance that I am carrying too much on open account. I am making a determined effort to reduce this, and am being fairly successful. My expense account will be somewhat higher for the coming year because of increased work hire. But I hope to increase my sales enough to offset this.

And now, come on with your brickbats. You did me some good before and I believe you can do it again. At least I will be disappointed if you do not offer some criticism.

Yours very truly,

Well Balanced Statement

1919 Cash Sales	$27,314.69
1919 Credit Sales	12,931.16
Sales for 1919	$40,245.85
1919 Inventory includes—	
Mdse.	$ 9,349.88
Fixtures	2,257.50
Notes	79.60
Cash on hand	512.90
Savings Stamps	100.00
Book Accounts	2,101.42
Liberty Bonds	950.00
	$15,351.30
1920 Inventory includes—	
Mdse.	$ 9,863.10
Savings Stamps	100.00
Notes	564.97
Book Accounts	3,866.66
Cash on hand	621.43
Fixtures	2,334.39
	$17,350.55

Receipts

1920 Inventory	$17,350.55
1920 Sales	40,245.85
	$57,596.40
	53,694.44
	$ 3,901.96
Gain Fixtures Acct.	76.89
Gain Real Estate	94.30
Discount	476.79
Invest. and Proprietor	2,163.93
Gross Earnings	$ 6,713.87
	$ 4,528.28
Net Profit	$ 2,185.59

Payments

1919 Inventory	$15,351.30
Mdse. bought	37,823.07
Freight paid	520.07
	$53,694.44
1920 Inventory	$17,350.55
Cost Mdse. bought	$36,343.89
Expense Account	$ 1,691.22
Insurance	137.06
Interest on invest.	1,200.00
My Salary	1,500.00
	$ 4,528.28
Net profit	$ 2,185.59
Expense	4,528.28
	$ 6,713.87

$40,245.85|$6,713.87 shows 16 6/10% gross.
11 1/2 % expense
5 1 2 % net profit.

Don't Estimate Whenever You Can Know

There is very little for me to except in that statment, but my friend says he will feel badly if I do not rub him the wrong way a little, so here goes:

Wherein lies the trouble of figuring freight exactly onto each invoice and thus charging it up directly to the specific goods involved? Suppose you have an invoice for $296.20 against which the freight is $3.14. Why cannot you divide the 314 by 29620 and get your percentage of almost exactly 1 1-8? You can. Then if you add 1 1-8 per cent. to each item, you will have covered the freight burden exactly. It takes a little time, but time is well expended in every case wherein its use promotes minute accuracy. Moreover, practice will make this come very readily, so it will absorb little time.

If you feel there are other charges which might as well go into freight—drayage, for example — and experience shows that 2 per cent. covers all such charges with fair accuracy and safety, then there will be no objection to use the 2 per cent. blanket in all cases except such as come under a heavier charge—shipments from a distance, or extra bulky merchandise.

In the case of extra heavy or bulky goods there never can be safety except in figuring specially.

Why insist on this so strongly? Because no merchant should estimate or guess at anything when he has at hand the machinery which will enable him to know exactly. There are more than enough items and factors about which we are as yet compelled to guess without taking on more of them. Let us get as close to facts in every instance as possible.

Under my suggested system, the item of freight paid, $520.07, above, will not appear at all because freight as it is paid will be absorbed into cost of merchandise. Right now, I am not sure that item should appear. For in the item of merchandise bought, $37,823.07, has not the 2 per cent blanket charge been included? If it has, is this not a doubling up of the charge against merchandise? Of course, it is always better to double charges and play safe than to omit something that should go in, but let us get as nearly as possible to actual facts.

Conservatism is Commendable—and Wise

This is not to say that we must not give our business the worst of it whenever there is doubt. We must, to play safe. It is, for example, excellent practice for this man to carry his real estate far below its present cash value. This because there is some doubt as to just how much of that value is permanent enhancement. Things are very much inflated at this writing. If he were to sell a bit of realty to-day at present value, then he'd have the money and be justified in taking in the cash at 100 per cent. of its amount. But as long as it is carried, it is well to play inside by a good margin. Then as time passes and values crystallize, he may have an increase which is permanent and be justified in taking the increase into account. Here, then, conservatism is wise. I hope I make my exceptions clear.

I wish I had details of the expense account. I believe it is fully kept up and that all factors are included; but it

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Cash and Carry Idea Grows in Calgary

Number of Stores Operated on This Plan is Now Estimated at Thirty—Proprietors of Frico Stores and Grocerteria Ltd., Tell Canadian Grocer How the Idea Works Out.

By Staff Correspondent

CALGARY, Alta.—The number of cash and carry stores now in operation here is placed at thirty. R. J. Frizzle, proprietor of Frico Cash and Carry Stores, of which there are five in Calgary, told a representative of Canadian Grocer recently that he would never return to the old way of doing business. "I would rather work with a pick and shovel," he continued, "than put in the thirteen years again that I did, in conducting business in the old way. The business I am doing in the main store, if operated on the old lines, would require from ten to twelve clerks and five deliveries. Five clerks now handle the business nicely. One of my branches with only two clerks has a monthly turnover of $7,000. I quite realize the system is not perfect yet, but I am improving it all the time. Petty thieving has been one of the leakages that has caused some concern, but it is being gradually eliminated by the use of mirrors, enabling the clerks to see what is going on at the back of the store without turning around.

A Scheme to Steal

"Not long ago, a woman came into the main store on a very busy day, and told me that she had noticed a lot of stealing and suggested that I hire her to do detective work on busy days. She worked for me some time but never caught anybody. But a detective happened to be in the store one day, when he noticed a young girl deliberately putting goods in her muff. It turned out that the young girl was a daughter of the woman I had hired to do detective work, and the young girl admitted that her mother had sent her to steal. Her mother had thought up the scheme so that she and her friends could get away with the stuff more easily. I noticed that from January to April my profits would drop, and the reason for this was that during those months the people wore heavy coats and muffs, thus easily concealing small parcels.

Grocerteria, Ltd., Has Seven Stores

Grocerteria, Ltd., of which H. M. Jenkins is manager, operate seven stores on the cash and carry plan in Calgary, and this company was one of the first in the field. "When I gave up my old business and started in this one," Mr. Jenkins remarked to Canadian Grocer, "I held all my old fixtures, thinking the new idea would die out, but after two years I sold everything. It was evident that the cash and carry idea would stay. My biggest customers are people owning motor cars, as they can carry the largest orders away with them. Then again the wives of business men will phone their husbands to carry home the groceries. In one of my stores at the present time, the managers of four of the banks call in every night for their load. The beauty of the whole idea is that women often leave home, without any idea of buying groceries, but when they drop in one of my stores, they walk around and see for themselves, without asking a question, everything that a good grocery store sells. In this way, a woman who has only thought of one thing that she needed often leaves with a two or three dollar order. The inconvenience of carrying home their own parcels doesn't seem to matter at all, as not two per cent. of my customers have their goods sent home, unless it is a bag of sugar or some heavy article. A charge of 25 cents is made for all deliveries."

When Mr. Jenkins first started he used to make all these charge deliveries with his own truck. But he found this was a poor policy as customers would see his name on the truck and would think they were being charged for deliveries. He now has all deliveries made by a special delivery company.

Butter and chocolate bars are the only two lines not kept on display. These are kept under the wrapping counter. The public is well aware that he handles these lines as he has large display cards telling the people to ask to see them at the counter.

Main store of Frico Bros., Calgary, Alta., where the cash and carry system is in vogue.

Selling Apples by the Box

Some weeks he sells two cars of apples. The last car cost him $1.42 a box; he distributes these around to his seven stores. Cartage on these from car to store he figured at 2 cents a box, bringing the cost per box laid down at store at $1.44 a box. He sold them at $1.69 a box and the car was sold in two days. The one advertisement in the paper did for the seven stores and the cost of handling was practically nil. Mr. Jenkins quotes the average sales monthly for the past twelve months of some of the stores. The smallest store operated by one man averaged $3,900 a month. Another store operated by four averaged $12,000 a month. One other store operated by a man and girl averaged $6,950 a month. Another store operated by two girls averaged $5,300 a month. A careful watch has to be made on twine and wrapping paper. All bulk goods are wrapped and weighed in the packing department for all stores. In this way, they make sure of accurate weighing and it saves time for the clerks in the stores. Mr. Jenkins believes that there will always be room for the two kinds of stores, but he thinks eventually all groceries will have to be sold for cash. Mr. Jenkins figures that his costs remain about the same, whereas in the old way they are increasing. He says that when the people have money they come to him, and when they are a little short they have it charged somewhere else.

Illustrating No. 2 Groceteria, 8th Ave., Calgary, Alta.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

H. Lord has moved his grocery store from 441 Demontier Street to 469 on the same street.

The grocery business of A. Jean, Charlevoix Street, Montreal, has been taken over by R. Jean.

Captain Blackwell, of the West Indies Mercantile Co., Ltd., leaves Montreal this week to take charge of the firm's interests in Jamaica, British West Indies.

The grocery store at 504 Lagauchetiere Street, Montreal, belonging to J. A. Mercier, 504 Lagauchetiere St., has moved to his new premises at 251 Stadacona Street.

J. A. Magor, senior member of the firm of Magor and Sons Company, Ltd., Montreal, returned on the steamer "Empress of France" on June 10, from a two months' sojourn in England. Mr. Magor accompanied by his wife, left Montreal on April 10 for a business trip in England. He reports trade conditions very satisfactory in England, despite the fact that there is a certain unrest over prices and labor conditions in that country.

Hull merchants have formed an association to promote their interests. The new association will be known as "The Retail Merchants' Association of the City of Hull." The officers are: President, J. R. Lafond; first vice-president, Eugent Cousineau; second vice-president, D. Patry; secretary, M. J. E. Tremblay; treasurer, J. Pharand; board of directors, P. H. Charron, H. Charlebois, J. Charbonneau, C. Boland, J. Larocque, H. Monette and M. Goldenson.

ONTARIO

T. F. MacKinley, Melville, Ont., has opened a grocery business.

A. D. Morris is now settled in his new store at Mimico Beach, Ont.

C. H. Combs has opened a grocery store at 164 Main Street, Weston.

Mr. Coulton has commenced business with a general store at Mimico Beach, Ont.

The Retail Grocers' Association, of Hamilton, Ont., will be held at Wabasso Park on July 14th.

S. Chapelle, Long Branch, bought a corner building, to have more room for his steady growing business.

The Retail Clerks' Association, of St. Thomas, Ont., is planning to hold a picnic in Pinafore Park, St. Thomas, on June 23rd.

Michaud Bros., for 35 years connected with Michaud & Levesque, Ltd., Sturgeon Falls, have purchased the business of J. D. Cockburn.

Meyneur's Ltd., wholesale produce merchants, Ottawa, suffered a loss of $100,000 on Sunday morning, June 13, when their premises were practically gutted by fire in the early hours of the morning.

The Mount Royal Milling and Mfg. Co., Ltd., Montreal, has recently moved its offices from 1548 St. Patrick Street, Montreal, and are now located at Room 215 Coristine Building, St. Nicholas and St. Paul Streets.

Retail grocers of Toronto waited upon Hon. W. E. Raney, Attorney-General of Ontario, suggesting that penalties for infractions of the Early Closing By-laws should be $10 for the first offence and $20 for the second. While the maximum penalty is $50, it was pointed out that the magistrates are imposing fines from $1 to $5. The Attorney-General gave the delegation his assurance that specific cases of unfair judgments against offenders will in the future be dealt with by his department.

Pembroke merchants observed the first half-holiday of the season on Wednesday last, but hardware stores, one general store, a flour and feed store and Woolworth's remained open. As a consequence a number of firms have announced that commencing last week they will remain open on Wednesday afternoons, but close each day at five o'clock during June, July and August.

John Petrie, a former merchant of Stayner, Ont., passed away at his residence in Fort William, Ont., recently. Mr. Petrie left Stayner for Fort William in 1910, and up until the time of his death was connected with a large departmental store there.

On Ottawa civic holiday, August 2, there will be a publicity tour of the Central Canada Exhibition Association to Malone, and at a meeting of the Ottawa Retail Grocers' Association it was agreed that the retail grocers would assist to boost the tour and take an active part in its direction so that the Pure Food Show should be brought as prominently before the public as possible. The show promises to be a big success.

BUSINESS CHANGES

Joseph W. Eedy, London, Ont., has sold his grocery business.

H. J. Wall & Co., Ottawa, Ont., have disposed of their assets.

Gardiner & McGinnis, Hamilton, Ont., have disposed of their grocery business.

Alice & Andary, Windsor, Ont., have been succeeded by Halls & Andary.

Frank Bowden, Windsor, Ont., has opened a meat business.

A. Hastie, Montreal, has sold his business to Isadore P. Caron.

Dissolution of A. Leblanc & Co., Napierville, Que., general store, is announced.

Beaudry & Charbonneau, grocers, Point aux Trembles, Que., have dissolved partnership.

Mrs. J. L. Hulse, Toronto, has been succeeded in the grocery business by Broome & Hayward.

Thos. N. Brown, Collingwood, Ont., grocer, is discontinuing the book and stationery department of his store.

MONTREAL WHOLESALER HAS GOLDEN WEDDING

Wm. Galbraith of Wm. Galbraith & Sons, Wholesale Grocers, Has Happy Re-union on Fiftieth Anniversary of Wedding

William Galbraith, the senior partner of William Galbraith & Sons, wholesale grocers, St. Peter Street, Montreal, with Mrs. Galbraith celebrated their Golden Wedding on the evening of June 10th, by a reception at their home, 501 Lansdowne Avenue, Westmount. The home was beautifully decorated for the occasion and about 150 of the family's friends were present.

Mr. Galbraith has been for 50 years a wholesale grocer in Montreal. Although he is still actively connected in the business he finds time for duties of a public nature. He has been for some time an alderman, and was the first mayor of the City of Westmount. He is at the present time on the Board of Governors of the General Hospital and the Western Hospital, and is connected with other benevolent institutions in this city. He has been a keen lover of out-door sports and notwithstanding his 74 years he is still one of the best shots in the city, continuing his outdoor exercise energetically. Mrs. Galbraith enjoys as excellent health as does her husband.

Canadian Grocer joins Mr. Galbraith's business friends in congratulating him on this happy occasion, and wishing him health and happiness for many years to come.

So attractive was the exhibition of canners' labels during the convention of the Canadian Fisheries' Association, in Vancouver recently, that the whole affair is being brought East.

NEWS FROM WESTERN CANADA

WESTERN

Wesley Embury has opened a new grocery in Yorkton, Sask.

T. F. MacKinley, has opened up a grocery business in Melville, Sask.

W. H. Dunn of the Borden Co., Montreal, is now in Western Canada.

George Eamor, Vulcan, Alta., is disposing of his stock of groceries, as he is going out of business.

L. E. Doudiet, a broker from Minneapolis, was a visitor in Winnipeg this week.

W. R. Drynan of Dominion Canners, Ltd., is in Western Canada on a business trip.

C. S. Williams of Scott-Bathgate Co., Ltd., Winnipeg, has been in the East on a business trip.

Duggan & Gow, butchers, Camrose, Alta., are building a new brick store. They expect to be in it by July 1st.

R. G. Persse, of the firm of Tees and Persse, is on an extended business trip to the East, and will not be back for a couple of weks.

A $35,000 frost-proof warehouse is being erected this season in Kelowna, B.C., which, when finished, will be the second largest in the province.

Ross Richardson, of the firm of Richardson, Green, Ltd., grocery brokers of Winnipeg, left on an extended business trip to the East.

Dr. Caldwell of the Wentworth Orchard Co., Hamilton, Ont., was a visitor in Winnipeg last week. He called on his agents there, D. H. Bain & Co.

Walter Lumbers of James Lumbers Co., Toronto, passed through Winnipeg last week on a business trip through the West.

Foucar & Jenson have purchased the grocery business of R. H. Asp, Camrose, Alta. Mr. Jenson was formerly with the Camrose Grocery Co., wholesale.

Commander Stirling, R.N.O.B.E., has assumed the management of Stirling and Pitcairn, Limited, fruit packers, established in Kelowna, nearly a quarter of a century ago.

J. L. Beckwith, manager for Clayoquot Sound Canning Co., Victoria, was a visitor in Vancouver to the Fisheries convention. He states that the pilchard run has been satisfactory and the quality of the fish excellent.

John Wall, president of the Quality Canners of Canada, Ltd., Windsor, Ont., paid a visit to their Winnipeg representatives, Nicholson and Rankin Ltd., last week. Mr. Wall has spent the past three weeks calling on the wholesale trade from Winnipeg to Calgary and reports that business has been good. Mr. Wall renewed many acquaintances in the West as he has been connected with the canning trade for the past fifteen years.

Western Travellers Will Meet at Calgary

Grand Council of Manitoba, Saskatchewan and Alberta Recently Met in Medicine Hat

REGINA, June 11.—The Grand Council of Manitoba, Saskatchewan and Alberta, of the United Commercial Travellers of America met at Medicine Hat June 4 and 5, and selected Calgary as the next place of meeting on June 3 and 4, 1921.

The following officers were elected:—Grand Councillor, C. G. Davidson, Edmonton; Junior Grand Councillor, W. Heislop, Lethbridge; Past Grand Councillor, H. F. Moulten, Winnipeg; Grand Secretary, W. H. McGibbon, Regina; Grand Treasurer, S. L. McCracken, Calgary; Grand Conductor, Thomas Fox, Saskatoon; Grand Page, W. L. Lewis, Winnipeg; Grand Sentinel, J. C. Dunlop, Moose Jaw; Grand executive committee for two years, T. D. M. Osborne, Saskatoon; W. E. Clark, Medicine Hat; Grand Chaplain, J. W. Lightbody, Yorkton; delegates to supreme council, H. A. Knight, Regina; R. M. McGowan, Winnipeg; C. G. Davidson, Edmonton, S. S. Savage, Edmonton. A resolution was passed endorsing the propaganda of the motor league of Alberta and promising assistance. It was also decided that the question of hotel accommodation in the three Prairie Provinces be taken up with the Provincial Governments.

WILL ORGANIZE A RETAILERS' TRUST CO.

Moose Jaw, June 10.—It was decided at the convention of the Sask. R. M. A. that steps will be immediately taken to organize the Retailers' Trust Company, a charter for which was taken out some years ago. The new corporation will have an authorized capital stock of $50,000, of which $10,000 must be subscribed and $5,000 fully paid up before business can commence.

The company will be placed in charge of a competent and experienced trust company officer, and will be operated for the benefit of the retail merchants of the province, conducting a regular trust company business.

It was felt that merchants who get into financial difficulties would be much better protected in making an assignment to what would be essentially their own trust companies, although one or two merchants present warned against embarking upon an enterprise so fraught with difficulties.

The capital stock of the company will be offered to members of the association for subscription.

Banquet Closes Successful Sask. R.M.A. Convention

MOOSE JAW, June 10.—The banquet that closed the convention was the bright spot in a three days' meeting that consisted of hard work on the part of everybody present. A notable address by Premier W. M. Martin, of Saskatchewan, on the resources of his province, was the important event of the evening.

Premier Martin incidentally spoke of the optimism that is felt among Western merchants towards the crop situation. He had travelled during the past month through all the portions of the Province where there were near crop failures last year and he found everybody hopeful as to the future. Much depended on a good crop, he said, as only that would put business back to where it should be and place the farmers on their feet.

The Premier paid a tribute to the retail merchants, who had never asked for class legislation. Every time the R. M. A. had approached him in regard to legislation their proposals had been such as to merit the best consideration.

President Banfield, of the R. M. A., advised merchants to support the press at all time. 'The community with an enterprising press is a community that can make a quagmire into a bed of roses. The press accelerates business. Support your local papers," he said.

The banquet was tendered by the Moose Jaw local branch of the R. M. A., of which R. B. Holden is the secretary. R. H. Clarke, local president, acted as chairman, and at the head table sat George Maybee, Mayor S. A. Hamilton, City Commissioner Mackie, and others.

COMMERCE BOARD LEARNS MORE

Continued from page 21

principle. You can't work on theory in our business."

Major Duncan: "Could wholesalers carry on by taking just normal profits like 5% on sugar?"

Mr. Eckardt: "If all wholesalers sold at a normal profit, including sugar at 5%, no doubt they could carry on, but they could not carry on unless everybody did the same. It would be impossible to bring about such a condition on all lines. There is just as much chance to lose on dropping markets as to gain on a rising one. I've lost considerable money on drops in my experience."

After further discussion along this line, the case was closed and Commissioner Murdock announced that the decision of the Board would be made in a few days' time.

It is interesting to note that Commissioner W. F. O'Connor has sent in his resignation as a member of the Board to the Government.

Any Changes in Winnipeg Early Closing By-law Strongly Opposed

WINNIPEG.—(Special.) — A police officer visited the rooms of the Retail Merchants' Association of Manitoba here last week for the first time in its history. This does not mean that the officer of the law had any charge to lay against the association. J. H. Curle, the secretary, points out that the association had printed a large number of cards containing the wording of the Winnipeg Early Closing By-Law passed in 1900 and the Amendment passed in 1918. The police came for these cards to distribute them. In brief this by-law sets forth that retailers must close their places of business at six o'clock except on Saturdays, during the last three weeks in December, and a number of other days such as the day preceding New Year's, Good Friday, 24th of May, Dominion Day, etc. If the merchant is a fruiterer, confectioner, tobacconist, or restauranteur, the by-law does not apply, according to the amendment of 1918.

There is a move on foot among certain retailers to have this by-law repealed and the Retail Merchants' Association is working energetically to prevent it. In 1918, a conviction was secured against a merchant for breaking this law. The matter has been before the courts in appeal cases from time to time but the appeal has never been sustained.

Decide the Fine Points

Five judges were asked recently to decide on the following points:

1. Is the conviction erroneous in law and should the same be quashed?
2. Was the shop of the accused unlawfully open at the hour of nine o'clock on November 28th, 1918?
3. Is the said by-law, as amended, arbitrary and oppressive and does it discriminate between merchants of Winnipeg selling the same articles or class of goods?
4. Is said by-law in restraint of trade and commerce?

Three out of four judges upheld the decision of Magistrate Sir Hugh John Macdonald, that the store in question was not kept lawfully open and one judge decided against that.

Opposing Any Change

The grocers of Winnipeg, through the Retail Merchants' Association, are working hard against the City Council making any change. Through letters to the local press, statements are made pointing out that the returned soldier has a right to keep open his store if he desires after six o'clock. On the other hand, the Retail Merchants' Association contend that the returned soldier represents less than one per cent. of this class and that the majority who want the change are "foreigners." The Retail Merchants' Association also claim the returned soldier is entitled to every justice and every consideration but they do not believe he is entitled to special privileges. Officials state there are a number of returned soldiers in the grocery business who are strong for the by-law as it stands. A number of young men who have been overseas are now in their fathers' grocery stores in Winnipeg and will eventually take over the business. These men, they claim, do not want the by-law repealed.

In Winnipeg, a fruit dealer who carries groceries cannot keep open after six o'clock under the new law. It is to be rigidly enforced on July 1 and thereafter unless the City Council decide to make a change.

Winnipeg Wholesalers Favor Four Per Cent. Tax on Manufacturers

The wholesale trade of Winnipeg, Man., has placed itself on record as favoring a sales tax of four per cent. on sales by manufacturers or importations, and that it shall be compulsory for the manufacturer to show this upon his invoices, rather than the present one per cent. sales tax, also that the excise taxes of ten, twenty and fifty per cent shall be paid by the manufacturer at the time of sale or on importations. A thorough revision of the articles classed as "luxuries" is advised. This shall be made upon a scientific basis with a view to eliminating the present unfair discrimination. It is also urged that whatever system is adopted, that in the case of both excise and sales taxes, it shall be compulsory that the tax be shown on the invoices, and in whatever form it is collected, it shall be collected upon the total monthly turnover of the vendors, payable upon the 31st of the month, following the last day of the month upon which the tax is to be based.

Opposition was expressed against the methods as first proposed by the Finance Minister, contending that the suggestions of the Finance Minister would produce dislocation of business and defeat the aims of the Government. The new taxation also discriminated against certain industries in favor of other industries.

Winnipeg Firm Has Groceteria to Catch Transient Trade

A. F. Higgins Co., Ltd., Winnipeg, have installed a groceteria department in their main street store. While their trade is mostly phone trade, there is considerable transient business on Main Street and they felt that the groceteria will secure for them some of this business. They make it a strict rule not to deliver any goods whatever bought in the groceteria department. This was announced to their customers at the beginning and they had very little trouble. Once in a while a customer buying goods from the service counter and having them delivered, will also purchase something from the groceteria and want that delivered at the same time. This they decline to do and state that so far they have had no trouble explaining the difference in the two departments. Naturally they can sell goods at less in the groceteria than at the service counter. Cost of delivering their goods in the Main street store is between three and four per cent. This is a low cost, due to the fact that they have considerable transient trade with no delivery.

Retailer Who Buys Direct Must Pay Two Per Cent.

Manufacturer Who Sells Direct to Retail Trade Does Not Escape With Only One Per Cent. Sales Tax—Changes in Luxury Tax.

THERE has been important changes made in the budget. The amendments that were previously announced have been ratified. The retail grocer, however, is not affected to any extent as he is not required to collect taxes. The sales tax is added to the cost of the goods which the retail grocer purchases from the manufacturer, and wholesalers and the grocer must therefore add this to his selling price.

Where Retailer Pays

When the sales tax of one per cent. was before the committee, Sir Henry introduced an amendment to provide that when a manufacturer sells direct to a retailer or a consumer, or the consumer imports direct, thus eliminating the wholesaler or middleman, the customs officers shall collect two per cent. instead of one per cent. This amendment protects the middleman, the two per cent. corresponding to the one per cent. paid in other cases by the middleman to the manufacturer, and the one per cent. paid by the retailer to the middleman or manufacturer.

Iced Cakes and "Gross Goods" Exempt

Confectionery packed ready for sale in packages bearing the name of the manufacturer selling at retail at 10 cents per carton, and candy known as "gross goods," selling retail at one cent, also iced cakes and biscuits, are exempt from tax. The luxury tax of 10 per cent. on chewing gum is reduced to 3 per cent.

An International Fishery Research for North America to be Established

Standardization of Fish Products is Urged at Annual Convention of Canadian Fisheries' Association in Vancouver—Many Advantages to Be Gained from Having a Definite Uniform Grading to Each Variety of Fish.

By Staff Correspondent

VANCOUVER, B.C., June 15.—The fourth annual convention of the Canadian Fisheries' Association was held in Vancouver early in June, and was an unqualified success from every standpoint. Many of the leading merchants in fish lines from the East were in attendance, and if nothing else had been accomplished but the better mutual understanding of fishery difficulties in the East by the Western members, and in the West by the Eastern members, the convention would have done an immense amount of goo. There were many points taken up by the convention that are not of particular interest to the grocery trade. Those grocers who attended were more than gratified to find the spirit in which those directly interested appreciated the many vast problems with which the fishing industry is to-day confronted. Among some of the points that are of interest to the grocery trade might be mentioned the establishment of an International Council for Fishery Research in North America. The establishment of such an institution was the subject of a most eloquent plea by Dr. A. G. Hunstman, Biological Board of Canada, Toronto. The depletion of the salmon is one of the reasons why a thorough survey of our Canadian coastal waters should be undertaken with a view to finding out what other fish there are in Canadian waters that are suitable for food.

Along the same line was an address by Professor John M. Cobb, Director of College of Fisheries, Washington University, Seattle. Mr. Cobb brought to the convention a great fund of information about fish, both in the natural habitat and in the can as the grocer is more familiar with it.

A Canadian College of Fisheries

The convention was pleased to learn from F. E. Burke, of Vancouver, that the establishment of a similar college has been under consideration by the British Columbia fishery people for months, and has been brought nearer completion by the location of a cannery on the Fraser River near the site of the British Columbia University, which has been secured for the use of such a college.

Mr. Kyle, Department of Education of British Columbia, and also a representative of the British Columbia University, both assured the convention that the bodies which they respectively represented stood ready to assist to the ultimate the effort to establish a fisheries college in British Columbia.

Another matter of great interest to the grocery trade was discussed in a paper entitled "Standardization of North America Fish Names." also by Dr. Hunstman. It appears that in various parts of the country the names used to designate various varieties of fish vary considerably, and at the present time occasion much confusion. Particularly is this noted in connection with shad in the East, and cod in the West, as well as mackerel in the North, many of which names are used to describe varieties designated by entirely different names in other parts of the country. More important of all is the dissimilarity in names used to describe various species of salmon packed in Alaska, B.C., and Pacific Coast States. For instance, it is pointed out that while "Sockeye" is most generally properly used, in Alaska a certain variety is called "Blue Back," while those caught in British Columbia waters and described as "Blue Back" are in reality young

A. L. HAGAR,
Of Vancouver, B.C., President of the Canadian Fisheries' Association. He is president, manager and treasurer of the Canadian Fishing Co., Ltd.

"Cohoe." Then, again, speaking of "Spring" salmon, which are well known to the Canadian trade, it is pointed out that in Alaska this variety is called "King" salmon, and in the Columbia River is called "Quinat," and also "Chinook," and sometimes "Tyee."

"King" Salmon Instead of "Spring"

In the discussion regarding these names it was agreed that probably the best name to use in regard to this variety and on which to standardize would be "King" salmon, which described it, the largest of the salmon family, more nearly than the term "Spring," and it is possible that all the Governments will agree on standardizing on the name "King" instead of "Spring." Then, again, the "Cohoe," well known to the Canadian trade, is designated to the south "Silver" salmon, and the young is called in British Columbia "Blue Back." The "Hump-back" or "Pink" salmon is usually given this name, but the "Dog" salmon or "Chum," is quite often called "Qualla" by the packers of the Pacific States.

Standardizing Fish Products

A very able paper was delivered by H. B. Short, manager of the Maritime Fish Corporation, Digby, Nova Scotia, on the necessity of standardizing and inspection of our fish and fish products. This is a very, very important matter in the estimate of British Columbia packers, and some of them, notably Mr. Burke, for the Wallace Fisheries, have repeatedly used the columns of Canadian Grocer to press their claims before the trade for such inspection. As Mr. Short pointed out, a big market has been built up for New Zealand butter and mutton to a large extent by reason of the rigid Government inspection given to these commodities and the assurance the buyer feels that a Government graded article will be found to be just as described.

Mr. Burke also spoke on this same matter, and pointed out the advantages, both to packer, broker and buyer abroad, or to the domestic purchaser of having a definite uniform grading to each variety of fish. It was pointed out that there would be considerable objection on the part of some of the packers to a compulsory inspection, to which Mr. Burke heatedly replied that those making such objection must fear inspection, and be putting up such a product as to be a dertiment to the best interests of the trade, any way.

Canadian Products Superior

Mr. Davis, of Vancouver, drew the attention of the convention to a statement made in the American papers that producers of American poultry and eggs had complained that their merchandise was at a disadvantage in competition with the products from Canada owing to the fact that the Canadian products were so carefully graded that the buyer preferred them, and would pay a premium to get them. "This," said Mr. Davis, "is also a good argument for standard Government grading of fish, and would also result in the word 'Canadian' in connection with these commodities being synonymous with 'highest quality.' We feel sure that the grocery trade would be very much in favor of having Government inspection and standardized grading of canned fish."

Seriousness of Depletion

One matter taken up by the convention which really interests the fish man more than the grocer is the hatchery problem. A representative from Oregon in the person of R. E. Clanton, Master Fish Warden in the State of Oregon, as well as Professor Cobb, from Seattle; Mr. L. H. Darwin, State Fish Commissioner, from the State of Washington; Col. Cunningham, Superintendent of Fisheries representing the Federal Government, and various other fishery experts, got into rather controversial matters in connection with the merits of the various schemes for fish propagation. Much good has been done to all concerned, and from their various experiences it has been demonstrated that spawning grounds can be seeded and fry satisfactorily produced which will, at the end of their cycle (which ranges from two to four years) return to their breeding grounds in a satisfactory percentage, and, depending on the amount done, replace the fish taken by the industry.

The hopeful thing is that all people interested, both Government officials and the cannery men themselves, are thoroughly alive to the seriousness of depleting Canada's fishery wealth without taking the proper means to ensure a continuance of the same.

Small Per Capita Consumption

J. H. Conlan, officer in charge of publicity in the Fisheries Department, Ottawa, was in attendance at the convention, and emphasized the necessity of acquainting the public with the advantages of increasing fish consumption in Canada, and pointed out that whereas in Great Britain the fish consumption was 55 pounds per capita per annum, in Canada it was much nearer 20 pounds, and also pointed out that a judi-

Delegates attending the Canadian Fisheries' Association Annual Convention at Vancouver, B.C. In the foreground can be noticed such important figures in the Convention as F. S. Payson, N. B. Bell-Irving, Fred Gosse and Hon. Wm. Sloane. The three central figures in the front row are F. E. Burke, A. L. Hager and J. A. Paulhus.

cious campaign for increasing the consumption of fish even up to 50 pounds per capita would amount to increased production of several cars a day, both from the East and West, and from the Great Lakes, giving added employment all the way round. He sincerely deprecated the policy of some Canadian packers of selling their output to New York brokers and not developing the foreign markets themselves. "Such foreign brokers," said Mr. Conlan, "are not interested in Canadian fisheries, nor where the fish go so long as the transaction shows them a balance on the right side of the ledger."

In an excellent paper entitled, "Geese and the Golden Eggs," Henry Doyle, vice-president of the Northern B.C. Fisheries, Ltd., of Vancouver, delivered a most comprehensive plea for conservation, showing how in various periods in our Canadian history that our policy has been to wantonly waste our natural resources without thought of the future. He commenced with the slaughter of the buffalo and finished with the ruination of the greatest salmon producing river the world has ever seen, the Fraser. He pointed out that while it was undoubtedly too late to remedy many of our mistakes in the past, it was not yet—though it would soon be—too late to save the salmon.

J. A. Paulhus, president of the D. Hatton Co., of Montreal, delivered an address on "Publicity for Increasing Home Consumption of Fish," a subject on which Mr. Paulhus is the best qualified in Canada to speak. Mr. Paulhus is the originator of Fish Day, which has been observed now for some time.

Association's New Officers

The list of the new officers of the association follows:

A. L. Hager, Vancouver, president; J. A. Paulhus, Montreal, first vice-president; A. Boutilier, Halifax, second vice-president; F. E. Burke, Vancouver, third vice-president.

Directors: Nova Scotia H. B. Short, Digby; A. Handfield Whitman, Halifax; H. R. Silver, Halifax.

New Brunswick F. P. Loggie, Black's Harbor; F. Leonard, St. John.

Prince Edward Island—Hon. J. E. McLean, Souris.

Quebec H. G. Connor, Montreal; W. R. Spooner, Montreal; J. T. O'Connor, Montreal; A. H. Brittain, Montreal.

Ontario F. T. James, Toronto; Roy Lamphill, Toronto; J. N. McIntosh, Ottawa.

Manitoba W. Douglas, Winnipeg; J. E. Simpson, Winnipeg.

Alberta and Saskatchewan C. R. Rhodes, Calgary; A. S. Duclos, Edmonton.

British Columbia and Yukon—T. H. Johnson, Prince Rupert; R. Gosse, Vancouver; J. E. S. Eckman, Vancouver; H. Doyle, Vancouver; H. B. Bell-Irving, Vancouver.

The chairmen of the various committees are: Transportation, W. R. Spooner; Organization and Publicity, J. J. Harfelt; Membership, J. S. Eckman; Science, Dr. A. G. Hunstman and Dr. M. Fraser.

Low Grade Teas Are Flooding the Market

These Teas Are Much in Evidence and Prices Have Slumped—The Opening of Trade With Russia Will Have a Tendency to Relieve the Situation—Canadian People Show Preference for Fine Qualities

LARGE quantities of poor, low grade tea are apparently flooding the market and importers are experiencing great difficulty in procuring teas showing quality. There is also quite a volume of Indian tea that is showing considerable age, appearing on the market and importers are of the opinion that this is tea that was held by the British Ministry of Food. The latter is now anxious to get rid of it and consequently is dumping it on the market.

A few years ago Canada used to import vast quantities of this low grade tea which was consumed in the lumber and mining camps. The wave of prosperity that has been sweeping over Canada has changed this condition with the result that communities that previously were drinking a coarse tea are now demanding a much finer grade. Tea importers state that they can hardly give this low grade tea away. No person will buy it. Then again the low grade season is now on for Ceylon tea and pickings from that district for the most part show poor cup quality.

The resuming of trade relations between Great Britain and Russia will no doubt relieve the country of a large portion of the over-supply of these teas. Russia at one time was the largest consumer of both high and low grade teas. Their purchases of these two grades far exceeded that of any other country, and there is every possibility that trade in tea will be resumed in the very near future.

Fine grade teas, for which the consuming public of Canada has learned to show a decided preference, is hard to obtain, state tea importers, and although prices on low grades have somewhat slumped due to the small demand, and an overstocked market, there is no indication that lower prices can be expected on the better grades.

The situation in the market for Japans is a strong one, with very high prices being quoted. Early picking Japans are now quoted the trade at the high figure of 80 to 90 cents per pound.

PLATE GLASS INSURANCE WILL BE HIGHER

On July 1 insurance companies in the city of Toronto will increase the rates on plate glass 75 per cent. This is a tremendous increase in the premium that will have to be paid for plate glass insurance.

Merchants would be wise to look up their insurance policies and note when they should be renewed.

Board of Commerce Hampers Retailers

Mayor Hamilton, of Moose Jaw, Sask., Himself a Retail Merchant, in Welcoming Delegates to the Seventh Annual Convention of the Saskatchewan R.M.A., Declared That the Board of Commerce Made It Difficult for Retailers to Carry on Successfully

(By Staff Correspondent)

MOOSE JAW, June 10.—Attacks on the Board of Commerce and criticisms of Sir Henry Drayton's new taxes on sales and on luxuries. were heard at the first day's session of the convention of the Retail Merchants' Association of Saskatchewan, although they were rather mild in character and only forerunners of what was to follow.

The attendance was not very satisfactory. Many merchants who had intended to come were detained at home by the lateness of the seeding in their neighborhood.

This was the seventh annual convention of the Association, but the first at which retail merchants in various lines met in sectional groups—grocers, hardware men, farm implement dealers, etc. The opening session was attended by all, however.

Mayor Raps Board of Commerce

Mayor Hamilton is himself a retail merchant in Moose Jaw, and in welcoming the delegates, he took the opportunity of stating that he too had grievances against the Board of Commerce. It was hampering retail trade, he said. 'If the retail merchant is to succeed if he is to make any money at all out of his business, it will be necessary for him to make some concerted efforts to rid himself of some of the things that are being put in his way. It may not be the intention of the Board of Commerce to stand in the way of business, but they have left us many grievances."

President S. D. McMicken, of Moose Jaw, also took a whack at the board. He outlined the efforts of the Retail Merchants of Canada to have a representative of their association appointed to the board. "Instead," said Mr. McMicken, "the Government appointed two lawyers and a labor man. Not one of them was ever had any experience in retail merchandising. How can such men get a proper conception of the needs of business?"

Association Progressive

Substantial progress has been made by the Saskatchewan association during the past year, said Mr. McMicken. New departments had been opened, broadening the service to merchants to a very comprehensive extent. New districts had also been organized within the Province.

Mr. McMicken stated that a meeting had been held between the retail merchants and the executive of the United Grain Growers. Little had been accomplished in a commercial way, but from a social and communistic standpoint a great deal had been done to level the animosity that had hitherto existed between the merchants and the grain growers.

S. D. McMicken, of Moose Jaw, who has been re-elected president of the Saskatchewan R.M.A.

Mr. McMicken also outlined the interviews betwen the executive of the Saskatchewan R. M. A. and the Provincial Cabinet in regard to such legislation as the Egg Marketing Act, the Farm Implement Act and the Automobile Repairs Act, all of which would be discussed during the convention.

Value of Organization

D. S. Saunders, district secretary at Assiniboia, which was organized during the past year, spoke on the value of organization.

"The retail merchants of the West are pioneers in more ways than one. You came out here on the Prairies with your last cent invested in your stock, and you took a long chance on ever making good. You are entitled to a great deal of consideration, but unfortunately you seldom get that consideration. You are the most important men in your communities. You pay the highest share of your local taxes, and you have a right to have your interests protected," said Mr. Saunders, stating that loyal support of the Retail Merchants' Association, support that went further than the mere payment of membership fees, would give the necessary unity and co-operation to achieve their ends.

A. E. Tutte, who is district secretary at Kerrobert, said that co-operative work in his district was working out satisfactorily. Merchants who had previously refused to discuss business with each other were beginning to realize the advantage of co-operation.

Advertising Assistance

The report of F. E. Raymond, the provincial secretary, proved very interesting as it was an outline of the association's activities during a very trying period. Some of the chief points in his report were:

"Another new feature of our work is the installation of an advertising department in the Provincial Office, under the charge of W. R. Kell, one of our old stand-bys, who is an expert in his line of work. We are prepared to furnish any merchant with any form of advertising he may require, or to lay out a plan of campaign for any merchant who may not know just what line of procedure it is best to follow."

"What has been perhaps the most momentous period in the history of the retail trade in not only this Province of Saskatchewan but of the Dominion as a whole, has passed since we last met in convention, due to the extraordinary measures adopted by the various departments of the Government, both Provincial and Dominion, having a direct and important bearing in their effect upon the retail trade in that they throw a burden of responsibility upon retail merchants which is considered by many to be unfair because of the labor and expense involved in carrying out the provisions laid down.

"As an illustration of this I might mention the order issued by the Board of Commerce regulating the profit allowed on various lines of merchandise, and the returns required to be furnished monthly by different businesses—also the Luxury Tax recently imposed by the Federal Government in connection with which retail merchants are to a large extent required to act as collectors.

Membership Shows Big Increase

"As an indication of the fact that the work of the Association is appreciated we need only mention that our membership for the year shows an increase of 205. Our actual paid-up membership as at December 31, 1918, was 1,739, and at December 31, 1919, it was 1,944.

"I am sufficiently optimistic over the

success of our district branch work to believe that eventually we shall have as near to 100 per cent. of the merchants as members of the Association as it is possible by any means to secure, which therefore means that this form of organization is extended over the Province our membership will be very materially increased, due to the benefits that cannot help but accrue to the members individually and collectively.

"In my opinion it was never more necessary for retail merchants to become thoroughly organized in all respects than it is to-day, and on behalf of the Association I can truly state that we are endeavoring by every means within our power to develop our organization along such lines as will enable us, not only to give more efficient service but to accomplish greater results in anything that we undertake to do. We only need, and I feel that we are justly entitled to the support of every retail merchant in the Province of Saskatchewan, and I would claim this for what is being done in Saskatchewan alone irrespective of the protection that is being afforded to merchants in this Province by the continued watchfulness of the Dominion Board at Ottawa."

Notes of the Convention

W. G. Marshall, who welcomed the delegates on behalf of the Moose Jaw Board of Trade, was guilty of a pun when he stated that the troubles facing the retail merchants of Canada to-day provided a "budget of thought" for the convention.

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Mayor Hamilton, of Moose Jaw, is a retail merchant himself. He is a coal dealer and lumber merchant.

The meetings of the association were held in a church. "The better the place, the better the deed," someone remarked.

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In his annual statement, Provincial Secretary Raymond reported that as a result of representations made by the association to the Saskatchewan Government, it is now necessary for individuals whose chief business is handling produce on a commission basis to take out a bond for $2,000 with the Provincial Government.

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"At the City of Ottawa you have a bunch of merchants that is the backbone of this association." This was President Banfield's tribute to the Ottawa R. M. A. "You don't know what the R. M. A. is doing for you at Ottawa," added the Dominion President.

"Let Producers Do the Egg Marking"

Grocers' Section of Saskatchewan R.M.A. Pass Resolution Asking That the Government Amend the New Saskatchewan Egg-Marketing Act

By Staff Correspondent

MOOSE JAW, June 10.—The grocers' section of the Saskatchewan R.M.A. convention spent an afternoon in the discussion of a subject that is attracting attention in many provinces at the present time methods of improving the quality of eggs sold in the country, and of obviating loss through the purchase of poor eggs from farmers. The discussions centred around the new Saskatchewan Egg Marketing Act, which came into effect on June 1, and which provides that:—

"Every person who receives eggs for sale on consignment from producers, or purchases eggs from producers for sale at wholesale or retail, shall candle all eggs offered to him, and no such person shall buy or sell eggs unfit for human food."

Want Act Amended

A resolution was finally passed asking the Government to amend the act so as to make it necessary for producers to mark all eggs offered for sale. It was felt this would shift some of the burden of responsibility from the merchant.

Explaining the motives of the Government in passing the legislation, Mr. Auld said: "There is a tremendous market for Canadian eggs overseas if we but keep the quality of the product we export up to the mark.

"Before the war England used 430,000,000 dozen eggs a year or 36,000 carloads. Of that amount, 50 per cent. were imported, largely from Russia, Denmark and other European countries. To-day Great Britain is facing a yearly shortage of 12,000 to 13,000 carloads. Canada's exports to Great Britain are only 475 carloads a year, an infinitesimal portion of our total production of 165,000,000. It indicates the opportunity there is in England for the marketing of Canadian eggs.

Fine Reputation for Canadian Eggs

"But, although the number of eggs we have sent has been very small, they have achieved a fine reputation for quality. Canadian eggs have actually sold at a premium of 20 to 30 cents in the London markets over American eggs.

"It is to insure that we will retain the reputation for high quality that our eggs have gained that the Government has passed this act, which makes it illegal for a retailer to either buy or sell eggs that are unfit for food. It will not be hard to find a market for all our surplus eggs at the present time. But five or ten years hence, when Russia, Denmark and other European countries are producing again, it may not be so easy to create a market. It is up to us now to create such a reputation for quality as will insure in the future that there will always be a market for Canada's eggs when other countries find it difficult to get rid of their surpluses.

"The legislation, we hope, will improve the quality of the eggs sold in Saskatchewan. The hen does not produce a bad egg, but eggs suffer in handling between the nest and the table.

"Eggs are sometimes brought in by farmers that are unfit for food. The loss in such a case should go back to the person who permitted the deterioration, and that is the aim of the act."

In the discussion that followed it was apparent that the merchants did not like the idea of being made wholly responsible for the candling of the eggs they handled. They felt that the producer should share the responsibility. S. B. McMicken, of Moose Jaw, and G. W. Stockton, of Carlisle, made aggressive arguments in favor of legislation compelling egg producers to mark their eggs with a distinguishing license number.

A resolution to that effect was passed by the grocers present, and Mr. Auld stated that the matter would be considered by the Government before the next session.

R. H. Ensmore, of the Dominion Department of Agriculture, said that the Saskatchewan law was only part of a movement to raise the standard of Canadian eggs. Alberta already had an egg-marketing law. Manitoba and Ontario were drafting somewhat similar legislation, while the Federal laws were being amended so as to make them much more strict as regards the quality of eggs sold in the country.

A resolution sent in by the Assiniboia branch, asking the Government to make it compulsory for egg producers to mark their eggs with a distinguishing mark was passed by the grocers present.

J. C. Nichol, of Radisson, was chairman of the grocers' section.

Resolutions Passed by Sask. R. M. A.

Moose Jaw, June 10.—A number of amendments to the provincial legislation affecting hawkers, peddlers and other agents were asked in resolutions passed by the Saskatchewan R.M.A. convention here. One resolution asked that the Hawkers and Peddlers Act be made applicable to agents who are residents of towns in which they operate. At present residents do not require to take out licenses.

Another resolution asked that the license fees should be made to cover one line of goods only, with additional lines carried by a single peddler to be charged for on a sliding scale.

Other resolutions passed were:

To make it compulsory for village councils to enact an early closing by-law when a properly signed petition is presented.

To have the Bulk Sales Act amended to include farmers.

Asking the Western Board to organize farm implement retailers so as to enable them to present a solid front in demanding wider margins and better contracts from the wholesalers and manufacturers.

Asking for the amendment of the Saskatchewan Auto Repairs Act, which was contended to be unworkable.

To increase the provincial membership fee of the R.M.A. to $20 from $15 as at present.

Five Main Essentials that Constitute a Legal Contract

N. R. Craig, Barrister, of Moose Jaw, Reveals Some Interesting Points in a Talk to Saskatchewan R.M.A. on the Elementary Features of the Law of Contracts

By Staff Correspondent

MOOSE JAW, June 10.—To the retailers present at the Saskatchewan convention one of the most valuable features of the program was an exposition of the elementary features of the law of contracts by N. R. Craig, a local barrister. Mr. Craig told of many little-known statutes that trip up the unwary merchant.

"There are five main essentials of a legal and binding contract," said Mr. Craig. "First and most important is that there should be two parties to the deal. Secondly, there must be what is known in law as 'offer' and 'acceptance' before the contract becomes a contract. Thus a merchant may offer goods in a letter for sale at a certain price. The offer becomes a contract binding on both parties when it is accepted in a letter by the second party, in fact, from the moment the letter of acceptance is placed in the post box. It is then irrevocable by any one of the parties, even should the party who makes the offer withdraw before receiving the acceptance which the other man may have already posted.

"A third essential of a perfect contract is the capacity of the parties to enter into it. An ordinary contract between a minor and an adult is illegal, although there are cases where it is binding on the adult and not on the minor. On the other hand, a contract by a minor to purchase necessary articles is binding upon him. A contract to purchase clothes, food, or such articles is binding, and in the case of an infant of affluence, a contract to purchase such an article as an expensive diamond ring would be binding, as the courts would deem it a fairly necessary article of adornment for a minor with the wherewithal to foot the bill.

Legality of Object

"A fourth consideration is the legality of object. Thus a contract to perform an illegal act would not or could not be binding under the law.

"There must also be some consideration mentioned in a contract. No contract is binding unless some consideration is mentioned, be it only a dollar, or an unimportant act. Moreover, in the case of a promissory note, the holder may not allow any extension of the time for payment or any other concession unless a consideration passes, or is alleged to pass on the note."

An Interesting Case

In this connection Mr. Craig mentioned an interesting case. A promissory note fell due. The payee endorsed on the back of the note, "This note is extended until November 15," and signed his name. Later he crossed out the word November, substituted the word September, and negotiated the instrument. When the alteration was discovered he was haled before the local magistrate and convicted of a forgery. The appeal courts, however, reversed the decision as they held that no material change had been made in the note, inasmuch as the extension of the time was not effective, owing to the lack of a consideration being mentioned.

Mr. Craig gave some hints about contracts that are of interest to retailers. All contracts should be in writing, whether the law requires it or not. Every contract involving the sale of land or goods to the value of $10 or over is required by law to be in writing. All contracts, too, should have a seal. The effect of the seal is not easily understood, but it has one important effect of extending the time under the statute of limitations from six to twelve years.

For Breach of Contract

A warning was also given concerning the proper method to collect a remedy for breach of contract. Should a party suffer loss by the failure of another party to deliver goods contracted for the party of the first part cannot collect damages for his loss unless he has gone into the open market and purchased the goods which the second party refused to deliver. And then he can only collect the difference between the contract price and the price he was forced to pay.

Mr. Craig also discussed the law of interest, and the most important observation he made was that merchants should state upon their billheads the rate of interest they will charge on over-due accounts, and should state it in per cent. per annum, as interest rates could not legally be stated in any other way. They should also give notice in writing concerning over-due accounts, and state the date from which interest is payable and the rate per cent. per annum of interest that will be charged.

SHOULD BE A REST ROOM IN EVERY STORE

Moose Jaw, June 10.—In his address to the retail merchants, J. A. Banfield, Dominion president of the R. M. A., again suggested that every merchant should have a rest room in his store.

He described the store of a retailer in a small town in Manitoba, where there is a small rest room, fitted up with a rug, a writing desk and a few comfortable chairs. There is never a day passes in the store when some committee of women in connection with local churches or other organizations do not meet in the rest room.

"Can you beat that for advertising?" asked Mr. Banfield. "Try it."

NEXT CONVENTION WILL BE IN SASKATOON

Next year's convention of the Saskatchewan Retail Merchants' Association will meet in Saskatoon. That was decided upon at the Thursday afternoon session. The dates of next year's convention will be decided by the executive, but they will be approximately the same as the dates of the 1920 meeting.

Few Changes in the Executive of Sask. R. M. A.

MOOSE JAW, June 10.—Only two changes were made in the personnel of the executive of the Saskatchewan R. M. A. in their elections. The officers for the ensuing year are as follows:

President—S. D. McMicken, Moose Jaw; first vice-president—W. P. Bali Assiniboia; second vice-president—George Matheson, Craik; honorary secretary—Garfield Wray, Regina; treasurer—S. E. Fawcett, Saskatoon.

The A. J. Massie Agency Ltd., are vacating their old quarters and moving into new quarters in the Chamber of Commerce Building, Princess Street, Winnipeg.

Main Street, looking north in Moose Jaw, Sask.

Merchants Carrying Too Much Stock

"Not Less Than Two Billions of Surplus Stocks Are Carried by Merchants of Canada and United States," Says Canadian Banker in Addressing Saskatchewan R.M.A. Convention

(Staff Correspondence)

MOOSE JAW, June 10.—The most helpful address delivered at the convention of the Saskatchewan R. M. A., was the clear exposition by Arthur W. Maybee, local manager of the Canadian Bank of Commerce, of the relations of the banks to the country merchant. And incidentally, Mr. Maybee took the opportunity to warn off the coming downward readjustment of prices that merchants must prepare for.

"The merchants of the West are carrying too much stock," said Mr. Maybee. "A well-informed authority tells me that not less than two billions of surplus stocks are carried by the merchant of the United States and Canada, and that one-half of this has been purchased since prices reached their present high levels. On their own statements, from 25 per cent. to 50 per cent. of the total assets of the merchants in the three provinces of Alberta, Saskatchewan and Manitoba consists of stagnant merchandise and uncollectible accounts.

Have Wisely Cut Stocks

"Manufacturers and wholesalers in most cases have wisely cut their stocks to the limit at the present time. That means that the country merchant is going to be the goat when the readjustment of values comes around.

"I don't think the drop in prices will be gradual. The rise has been gradual, but in all markets the downward trend is invariably precipitate. There is no precedent for a gradual readjustment downward of prices.

"The result in the case of merchants who have stocked up with goods bought at speculative prices is hard to foretell. It is the business of merchants to buy and sell and not to speculate.

Mr. Maybee, in discussing the relations of the banks to the merchants, cleared up many misunderstandings that have existed in the past. In part he said:

"Some people believe that because the banks loan the people's money, the people should have some say in the way the money is loaned. But the banks are responsible to the people for the money that is entrusted to their care and they must exercise discretion in loaning it.

"The first fundamental of a loan from a bank is that there should be security for its repayment.

Ready to Assist Production

"The banks are always ready to consider a loan to a party who will devote the funds to increasing production. We cannot loan money against fixed assets, lands, buildings, etc., as this would be invading the field of the mortgage companies. Because of the need of increasing production the principal classes of loans in the West are to farmers. Next to the farmers comes the business of the manufacturers and the wholesalers, because the standards of doing business in these cases is usually such as to make a low rate of interest possible. The bank suffers few losses.

"Then comes the business of the retailers and it is guided largely by past experience. This experience has, I am sorry to say, been extremely unfortunate in the past. The banks have had to face serious losses, largely through inefficiency in merchandising. The average country merchant has probably not had sufficient training to conduct his business on an accurate basis and it has been very difficult to get accurate information from retailers who have asked for loans.

Too Many Uncollectible Accounts

"Country merchants have given us no end of trouble by carrying down from year to year accounts long outstanding and uncollectible, and by including in their statements of assets merchandise that is quite unsaleable. This stuff accumulates like a rolling snowball.

"The merchant too seldom depreciates his fixtures enough. That cannot go on; the merchant who does not provide enough each year for depreciation will find some day that he will have to replace his fixtures from the profits of the current year.

"The merchant must keep his accounts collected. It is not the function of the bank to loan money to the merchant for him to loan to the farmers who deal with him, and yet that is just what it does when it loans money to the retailer who buys his goods on a 30 or 60 day basis and carries his farmer customers along for six or eight months. We have bank branches to carry the farmers when they need funds . If the farmer is entitled to a reasonable amount of credit there is no reason why the merchant should carry him. He should borrow from the bank and pay his bills."

Mr. Maybee also emphasized the necessity for retail merchants carrying sufficient fire insurance on their buildings and stock.

Mr. Southcott of J. H. Wethey Co., Ltd., St. Catharines, passed through Winnipeg last week on his way to Vancouver to attend the convention of the Manufacturers' Association. Mr. Southcott visited the Western agents of the Company, Mason and Hickey in Winnipeg.

LEVY TAXES ON THE MANUFACTURERS INSTEAD OF ON THE RETAILERS

MOOSE JAW, June 10.—The Saskatchewan retail merchants at their convention here stood solid behind the demand of the Dominion Executive of the Retail Merchants' Association, in demanding that the new taxes should be levied at the source, that is on the manufacturers instead of on the retailers.

President J. A. Banfield led the onslaught on the budget, and in a lengthy address at the Wednesday afternoon session poured hot shot into the taxation proposals. "The plutocratic manufacturer," he charged, "whom I consider the profiteer of the age, gets off scot free, while the merchants turn tax collectors for the Government."

Mr. Banfield stated that the merchants were partially responsible for the taxes with which they had been burdened. He stated that when the Government asked for his opinion on the feasibility of a sales tax, he expressed himself as in favor of it. His opinion was concurred in by the Dominion Executive of the R.M.A., but when the suggestion was made public that there should be a tax on sales, retail merchants from all over the country who were not fully cognizant of the proposals of the executive wired to Ottawa protesting against the idea and the result was that the straight sales tax to apply to manufacturers, wholesalers and everybody was defeated and the present taxes submitted. "You got the luxury tax and now you are squealing," said Mr. Banfield.

"Now what we have to do is to frame a form of taxation that will be satisfactory all around and that is why we are asking that the taxes should be levied at the source, where collection will be much more economical.'

"The present tax will have a tendency to make criminals out of merchants. When they have to make an invoice in quadruplicate for every ten cent sale of ribbon there is bound to be a great temptation to let things slide. It will take an army of inspectors to collect the taxes."

"Where is the Dividing Line?"

Retail Grocers of Saskatchewan Want the Problem of Wholesalers Selling to Hotels, Hospitals and Restaurants Decided—A Co-operative Buying Organization is Threatened

By Staff Correspondent

MOOSE JAW, June 10.—What is the dividing line between the wholesale grocer and the retailer? This question and the kindred problems of the right of wholesalers to sell to the restaurant, hotel, hospital and institutional trade was discussed at the Wednesday morning session of the convention.

Representatives of the wholesale grocers operating in Saskatchewan were invited to the meeting, but only six turned up. After a heated discussion between the retailers and the wholesalers, it was decided that delegates from the trade should met with the jobbers and decide the points involved. The wholesalers made it clear though that they would not subscribe to any agreement that did not include the three Prairie Provinces, and the retailers on the other hand threatened to form a co-operative buying organization if their demands were not granted.

Should Only Sell Retail

President S. B. McMicken, of Moose Jaw, opening the meeting, stated that the purpose was to find out where the wholesalers' functions end, and where the retailer begins. He personally thought that groceries should only be sold by wholesalers to legitimate retail dealers. Selling to hotels, restaurants, etc., should be cut out. A delegate stated that a certain wholesale house in Regina had gone so far as to put a Chinese traveller on the road to get the Chinese restaurant trade.

Mr. F. F. Cawsey, of Cameron-Heaps, Regina, wholesale grocers, stated that he felt it would be "impracticable for retailers to care for the restaurant trade in the cities." Some restaurants use as much as $100,000 of goods every year. If we refused to sell them supplies they would go to other cities and purchase their requirements or form their own co-operative wholesale house.

Mr. McMicken: "There isn't a retailer that cannot handle the restaurant trade. It's hoggishness on the part of the wholesalers in grabbing it. The retailer should also have his local hospital trade."

Dominion-Wide Co-operative Society

Mr. Cawsey: "Regina is the only city in Canada where the hospitals buy from the retail grocery trade, although all their supplies of drugs, linen and fruit are purchased at wholesale. We are constantly criticized by the public for our failure to sell foodstuffs to Regina hospital at wholesale prices."

Mr. McMicken: "The Greek restaurants are driving the legitimate trader out of business. They have a 24-hour service, and sell their goods cheap in the day to make the people think that the retailer is robbing them. Then at night when the other stores are closed they double their prices to make up."

"I'll tell you wholesalers that you are driving the legitimate retailers into the wholesale business. There will be a Dominion-wide co-operative buying organization among the retail trade. That's a warning."

Will Formulate Policy

Mr. Crawford, of Macdonald Crawford Company: "There is no use in the Saskatchewan retailers and wholesalers coming to an agreement unless it binds the whole West, or trading will be carried on outside the province."

On the motion of W. G. Williams, of Moose Jaw, seconded by John Bullied of Lumsden, it was decided to appoint a committee of retailers to meet the wholesalers and formulate a mutually satisfactory policy.

Mr. Cawsey: "There must be concession on each side. Retailers should not be allowed to buy from manufacturers."

"CREDIT THE CURSE AND DAMNATION OF RETAIL BUSINESS," SAYS GEO. MAYBEE

MOOSE JAW, June 10.—Straight jabs from the shoulder enlivened the address that George Maybee, Moose Jaw's shoe manufacturer, delivered to the retailers at their Wednesday evening session. Discussing the difficulties merchants face in competing with the catalogue houses, Mr. Maybee told them that the remedy was in their own hands, and that by improving their methods of doing business, and possibly forming a co-operative buying organization, they could put the mail order houses out of the running.

"First of all, though, you must eliminate the credit system from your business forever," said Mr. Maybee. "Credit is the curse and damnation of retail business. He used to believe we could tax or legislate the mail order house out of business. We can never do that because the mail order house is the consumers' friend and you will never get any legislation without the support of the consumer.

"But you can 'get' the mail order house if you want to. First, you merchants have to begin to like each other. Cut out local jealousies and show that you are big enough to go to the man you scrap with, shake hands, and say, 'Let's be friends.'

"Then you have to improve your business methods. A great many merchants who are in business to-day ought to be running circuses. You should establish a buying centre for yourself Meet the mail order man on his own ground. Have your own jobbing house and eliminate the middleman."

More Sask. R. M. A. Members Should Support Fire Ins. Co.

Moose Jaw, June 10. Members of the Mutual Fire Insurance Association, which is operated in connection with the Saskatchewan R. M. A., have their risks carried at a rebate of 25 per cent. from the "board" rates. That many of them have been quick to take advantage of this rebate was indicated at the annual meeting of the fire insurance association which was held on the Wednesday afternoon of the convention. The gross amount of insurance carried has increased from $882,200 a year ago, to $1,241,869 at December 31, 1919.

J. L. S. Hutchinson, of Saskatoon, president of the company, presented the annual statement, which showed total assets of $73,342, gross receipts for the year of $43,609, and insurance written during 1919, $1,446,675.

However, not enough of the members of the association are supporting the fire insurance company, said the president, and he stated that amount of insurance in force could be nearer $3,000,000 than one and a half millions as at present. Only by getting a wider class of risks, could a sufficient surplus be built up to enable the company to increase the amount of insurance allowed under each policy.

The meeting spent two hours arguing about the abolition of the $5 admission fee which is charged to new comers into the company, and a notice of motion was finally introduced to amend the by-law so as to abolish it.

W. Morgan of Delisle and W. P. Ball of Assiniboia, the retiring directors, were re-elected, this time for three-year terms.

WINNIPEG GROCERY SECTION

For Western Merchants

THE big Garton Consumer Campaign is now running in all the leading Western dailies, telling thousands of Westerners about this superb English Custard, and the most profitable way you can link your store up with this energetic campaign is by keeping your supply of Garton's Custard well displayed in the window and on the counter.

Our Winnipeg office is fully equipped to give you prompt, efficient service, and you'll find the prices of our lines good and their quality unquestionably superior.

Note our Winnipeg address.

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TEES AND PERSSE LIMITED

Here Since 1884

"From the Great Lakes to the Rockies"

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We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Tees & Persse, Limited

Manufacturers' Agents

Winnipeg, - - Man.

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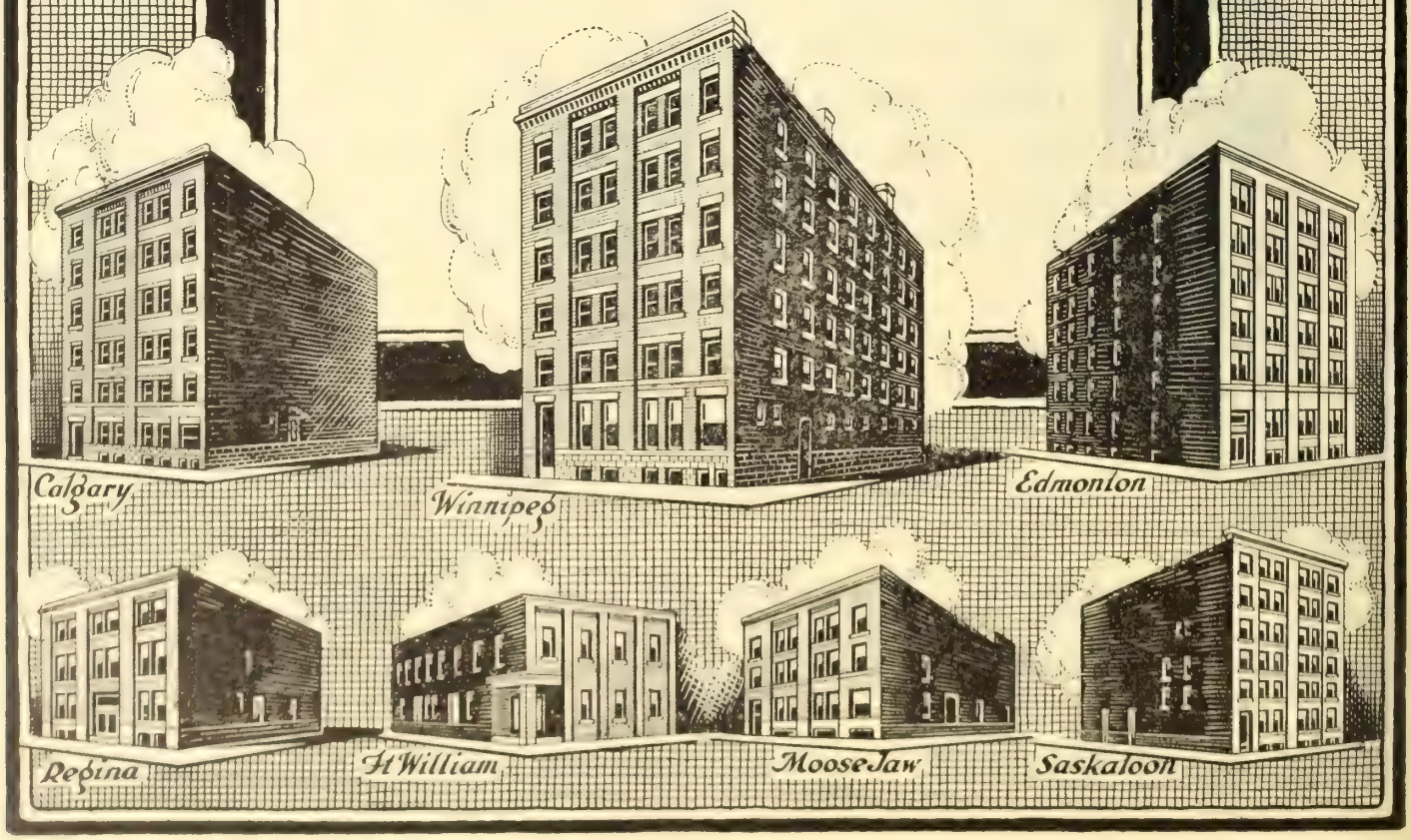

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Christie's Biscuits and Robertson's Confectionery

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We need not enlarge upon the excellent selling qualities of these two well known lines. They are favorably known the country over and sales are assured once your customers know you handle the Christie and Robertson lines.

You will find our service a big factor in successful selling. Years of successful business experience in the west enable us to give our patrons the kind of service that means bigger selling and better profits.

Connect with us now. Stock Christie's Biscuits and Robertson's Confectionery and win the unstinted approval of your trade. We are also agents for HUNGERFORD SMITH'S Fountain Supplies and METCALFE'S Chocolates.

Scott-Bathgate Co. Limited

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All Western Canada sees the Striped Package advertising in the newspapers and farm papers.

Varieties:

Som-Mor (plain or salted).
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A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

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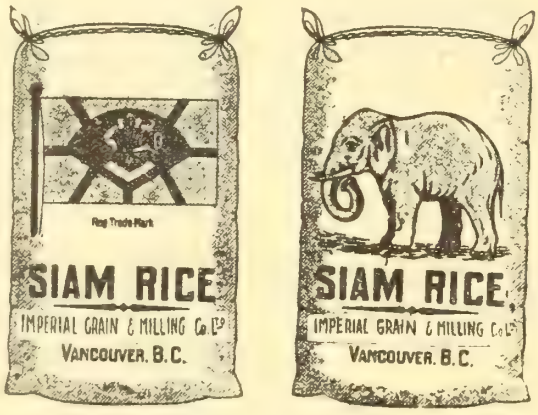

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Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

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Your account intrusted to us receives the personal attention of experienced and efficient heads.

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We are more than Brokers, we are Business Builders.

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Advertise Your Product in
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It reaches the Buyers **It's a Business-Getter**

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The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

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Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy and Creamery), Rice, Beans, Canned Fruits, Dried Fruits, Nuts, Raisins, Dates, etc.
An energetic Western organization with lots of experience and efficient sales organization.

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DISTRIBUTION - STORAGE - CARTAGE
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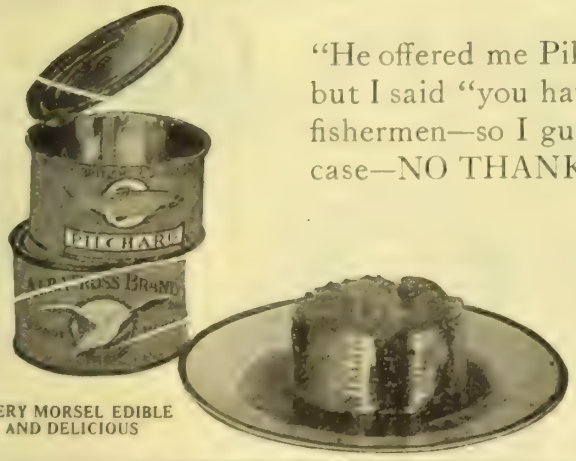
Members of the Canadian Warehousemen's Association



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"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

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Biggest Package for the Money

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MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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Take advantage of our Service
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CAN GIVE YOU THE

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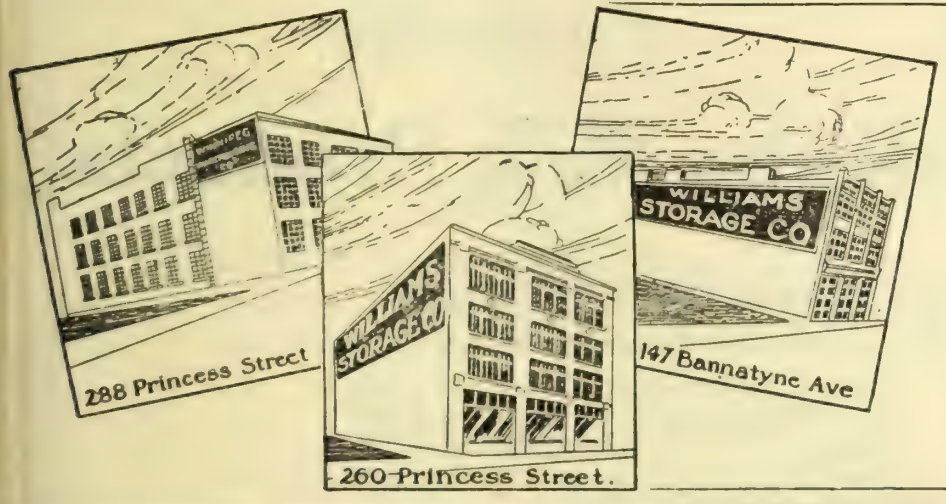
We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

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Service coupled with Reliability brings Results
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have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

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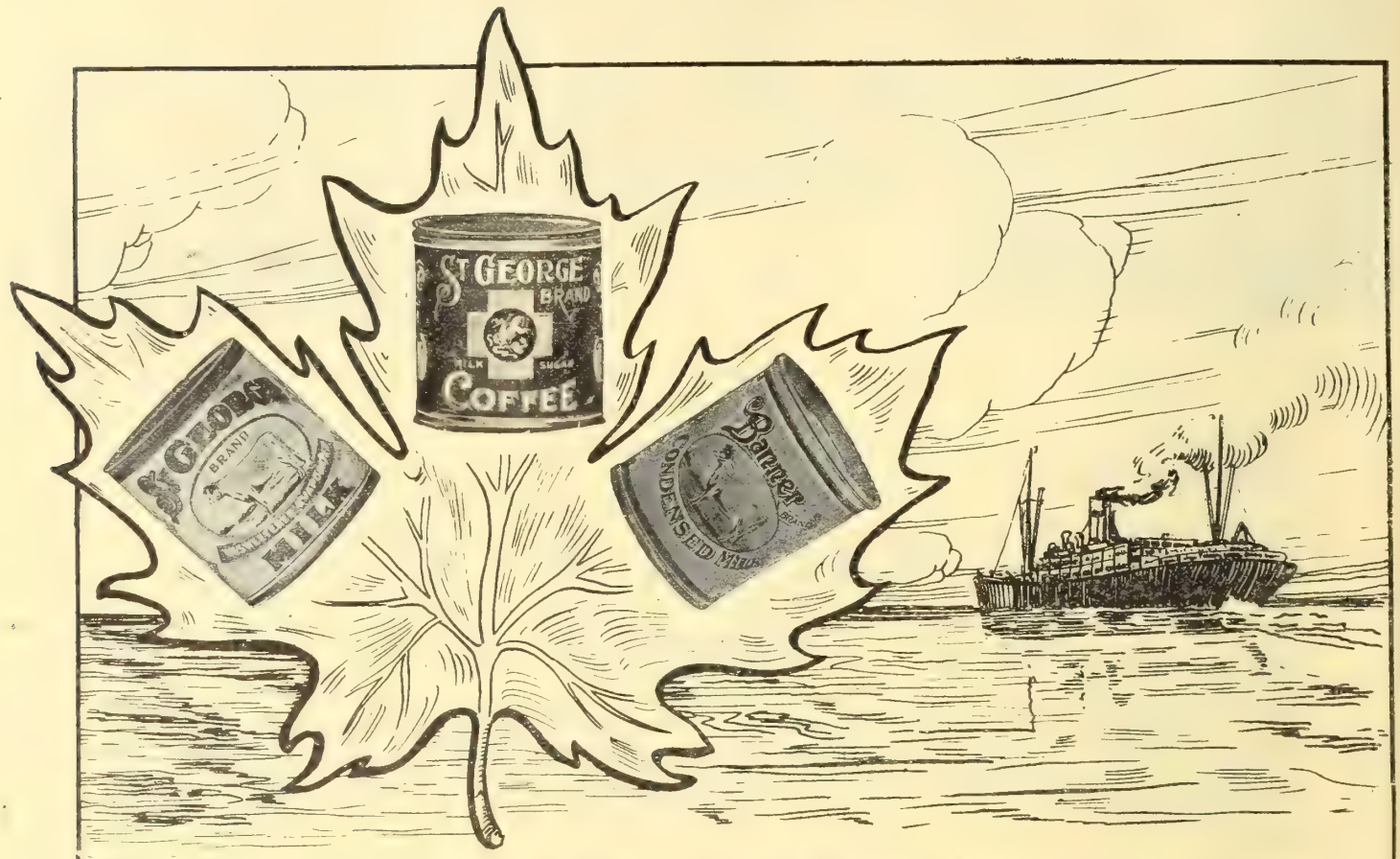


The "All-Canadian" Favorites

Malcolm Milk Products

Here's a line of high-class milk products that will make just as big a "hit" on European or other foreign markets as they have done in Canada.

Malcolm milk products are made in the heart of *one of Canada's finest dairying districts* by the most modern sanitary methods from the milk of Government inspected cows, and are rich in butter fats and proteids. They are attractively labelled, offer a good profit, and are rapid sellers.

We invite correspondence, and will be pleased to submit samples and quotations.

The Malcolm Condensing Co., Limited, St. George, Ont.

From the Heart of the Strawberry growing section of the world-famous Niagara District

WETHEY'S Strawberry Jam

Is Distributed

Under ideal conditions, the strawberries, fresh from the surrounding fruit gardens, are converted into a delicious conserve that is making the name of "Wethey" famous.

Place your order now.

The pack is limited.

A little later may be too late.

J. H. WETHEY, LIMITED

ST. CATHARINES, ONTARIO

"It has the Nip"

¼ pounds at $2.25
½ pounds at 4.00

White Swan Mustard

is a big Summer seller and should be Featured in your Summer displays

White Swan Brand, the well-known, better-flavored, better-priced mustard, is an absolute necessity in the household during warm weather.

It adds an appetizing zest to all cold lunches, salads, etc., and should be kept well to the front in your summer displays.

White Swan Spices & Cereals
Limited
Toronto - Canada

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

"The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

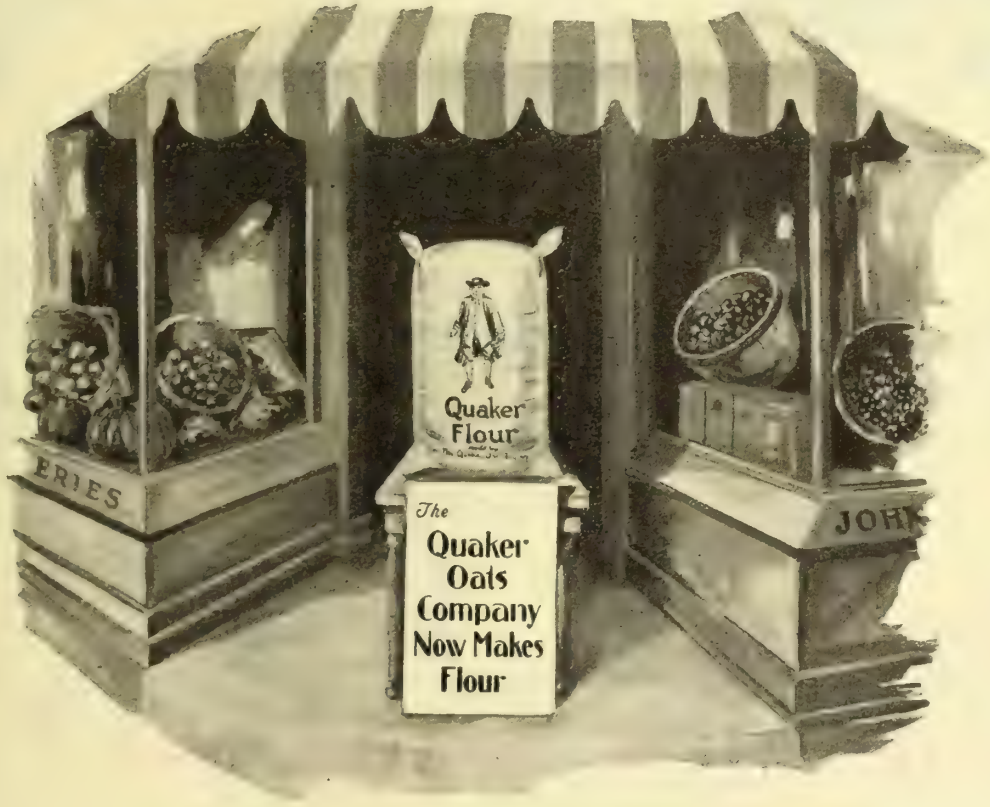
Will assist you and your clerks in buying and selling.

Price is $10.50
Sole Agents for Canada

MacLean Publishing Co., Limited
143-153 University Ave., Toronto

Quaker Flour

A Superlative Creation



How Johnson

won his neighborhood

The story of Johnson is the story of ten thousand grocers who display this Quaker Flour.

When the Quaker Oats Company announced a flour he quickly put it in. He knew that housewives loved Quaker quality. And that they would welcome a Quaker grade of flour.

So he displayed it. Women saw it and they tried it. The results amazed them and they told their friends. And Johnson soon had the flour trade of that neighborhood.

A million users

Thus Quaker Flour already has won a million users. And countless grocers make it an attraction. Four modern mills are needed to supply it, with a daily capacity of 10,000 barrels.

Just because Quaker cereal products have always been a super-grade and we made a flour to match them.

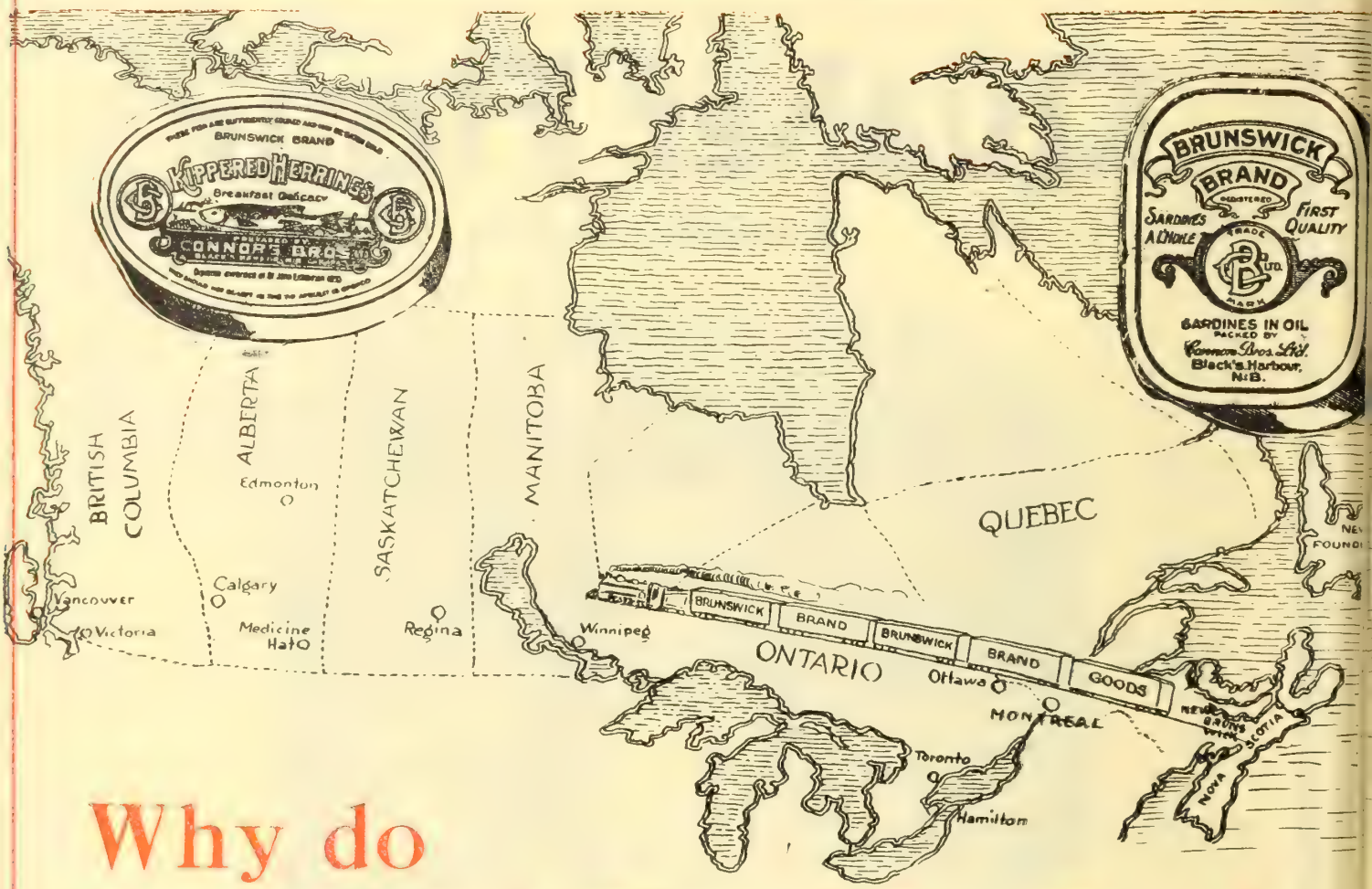
Quaker Flour is make by experts under new-day scientific methods. We employ chemists to constantly analyze it and bakers to constantly test it.

The result is a new grade flour—the finest flour that science can produce.

The Quaker Oats Company

Quaker Flour Mills

Peterborough, Ontario
Akron, Ohio
Saskatoon, Saskatchewan
Cedar Rapids, Iowa



Why do Brunswick Brand Sea Foods always repeat?

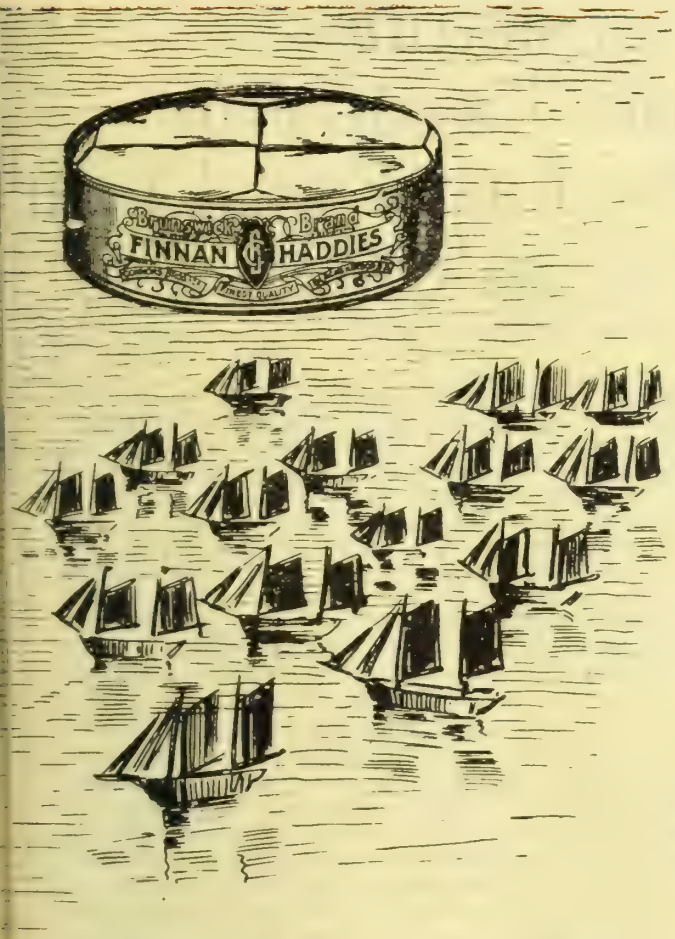
The exceptional flavor and purity of *Brunswick Brand* lines coupled with *their moderate cost* is the big reason for the steady, profitable chain of repeat orders that every *Brunswick* dealer enjoys.

Always keep a full line of Brunswick Brand sea products in stock and you will be able to cater to the fish requirements of your customers in a way that will mean complete satisfaction for your customers and steady, profitable repeat orders for yourself.

On the sea-coast, a short distance from the Port of St. John, we can offer European and other importers quick service.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.



¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Fresh from the clear cool depths to your customer's table.

Brunswick Brand Sea Foods are processed and packed from the finest catches as soon as they are brought in from the depths. They are prepared under strict sanitary regulations and constant surveillance in our own Canadian plant (one of the finest on the Atlantic coast).

It is this perfection in processing and packing, using only the choice of the season's catches the moment they arrive, that always wins approval wherever *Brunswick Brand* lines are introduced and guarantees them to be "fresh from the clear, cool depths to your customer's table."

Warm weather always speeds the sales of *Brunswick* lines, so keep your stocks well supplied.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Canada's Export of Foodstuffs Shows Remarkable Expansion in Value in the Last Fiscal Year

Increase in Canada's Trade of $165,980,266 Shown for Year Ending March—Comparative Figures for Foodstuffs Show Splendid Advance in Eleven Months Ending February, 1920

CANADA'S trade with foreign countries has shown a steady growth in the past few years, and the increase in exports in the last fiscal year ending March 31 is sufficient indication of the growth and expansion that has taken place. The increase for the fiscal year ending March 31 amounts to $165,980,266. The total volume of Canada's exports and imports during the year was $2,351,174,886, compared with $2,185,194,620 for the year ending March, 1919.

Increase in exports for the year amounted to $23,048,292 as compared with 1919, the total value of goods exported from Canada during 1919-1920 being $1,239,492,098 as against $1,216,443,806 in 1918-19. A glance at the export figures for the two years shows a great increase in the value of food products sent out of the country, in 1919-20, as compared with the preceding year.

Canadian Industries Exhibition

An evidence that Canadian firms are bidding for a share of world trade is contained in the extent of interest aroused in Canada over the Canadian Industries Exhibition that is being held in London, England, in June. It has been suggested that the exhibition be held periodically in order that the progress of Canadian industry may be given wider publicity. A large number of leading industries in Canada have space at the exhibition. The firms represented will no doubt give British and other overseas buyers some idea of the wide range of Canadian industries now actively interested in export trade.

Heavy Exports of Foodstuffs

A glance at Government reports shows that foodstuffs and grocery commodities generally have been heavily exported. Take for example, apples. For the eleven months ending February, 1920, exports of apples totalled $3,633,319, as compared with $1,776,601 for the corresponding period ending February 1919. Fresh fruits amounted to $142,615 as against $39,395. Dried apples, too, showed an enormous increase for the same eleven months, with a total of $475,457 as compared with a preceding total of $52,338. Canned fruits and preserves in the above period were in heavy demand on foreign markets, and Canadian packers availed themselves to the fullest extent in this regard, exports being more than double what they were in the eleven months ending February, 1919, the figures for the period ending February of this year being $2,919,696 as against $1,370,713. In grains, wheat shows a tremendous increase at $171,518,830, and practically all others were ahead of the corresponding eleven months. Exports of rice from this country were very much in advance of any previous time, the total being $632,495 as compared with $59,379 for the same months of the preceding year. Oatmeal and rolled oats, rice meal and rice flour, rye flour and wheat flour have been exported more or less heavily, the most noticeable advance being in the first mentioned. Exports of oatmeal and rolled oats amounted to $4,162,801 as against $3,983,500. Wheat flour shipments out of Canada totalled $91,730,284, all flour and milled products reaching the grand total of $101,810,446.

Now Exporting Macaroni

An interesting feature of the expansion of Canada's exports in foodstuffs, is apparent in the statistics on macaroni. Previous to the war there was practically no macaroni manufactured in Canada, yet alone any export. This industry has grown out of the inability to get sufficient supplies from Italy and other producing countries, and also from the fact that the consumption of macaroni in Canada has increased at an astonishing rate. In fact no figures are mentioned in Government reports for preceding years, and the total export for the eleven months ending February of the current year amounted to $392,698, the month of February alone, totalling $72,049. Corn starch manufacturers too have been shipping some out of the country for the first time, and while the amount to date has been small, there is every indication that the export trade in this commodity will grow.

Canadian Confectionery Abroad

The demand for Canadian confectionery abroad in the past two years has been very gratifying to manufacturers on this side, the fact that the industry in the Old Land had not reached a pre-war normality giving a golden opportunity for the makers in the Dominion to extend the field. Exports of confectionery in the period under review were more than four times the corresponding eleven months ending February, 1919, the figures being $5,710,678 and $1,422,954. Maple sugar, too, has been consumed in the United Kingdom and other countries on a fairly large scale although the increase in exports is not so noteworthy as in the case of confectionery. The total for the eleven months is $1,066,977. Maple syrup, however, was practically double the preceding period, at $18,601. Exports of sugar of all kinds totalled $22,256,050, as compared with the modest figure of $164,786, during the 1918-19 period. Syrups other than maple syrup were exported to the amount of $709,606, this business being carried on for the first time.

Tobacco Overseas Trade

Tobacco, both in the manufactured and unmanufactured state, has become one of the regular Canadian products now selling in the foreign market. While the amount for the eleven months ending February last did not total as high as in the corresponding period of 1918-19, there is a very considerable increase as compared with the same eleven months in 1917-18. For the same months ending February, 1920, exports totalled $3,680,228, as against $4,913,740 for the same eleven months in 1918-19.

Canned Vegetables Big Increase

Canadian canned vegetables apparently found a welcome place on the Old Country markets, for the total for the eleven months amounted to the sum of $1,369,604, as compared with $8,919,596. The export was largely to the United Kingdom, over a million dollars' worth going to the Old Land. In the way of canned fish, the United Kingdom was not a heavy importer, with the exception of canned salmon. A very considerable increase is reported as compared with the 1918-19 period. Exports of canned salmon to the United Kingdom amounted to $7,349,068, while total exports, including the United Kingdom and other countries, totalled $11,358,251.

These figures serve to indicate the place that Canadian foodstuffs is gaining on the old world markets, and the value of developing export trade to an even greater extent is impressed upon all who are anxious to see Canada take her position among the foremost producers of the world.

Can Build Trade With Foreign Lands Entirely by Correspondence

One Firm Has Built a Large Trade With South America in This Way—Getting in Touch With the British Consular Agents is the First Requisite—Some Points to be Observed

BUILDING an export business with foreign countries, without special salesmen making voyages to far-away lands, without having any special representatives in the various fields, but to carry it on entirely through correspondence, has been the unique experience of a Canadian firm interviewed by Canadian Grocer. Some interesting facts relative to the export trade operated by this concern were revealed. That there is a field for Canadian companies in many of the foreign countries of the world, there is not doubt, and that this export business can be developed without any great outlay of capital, without sending any special representatives to these places, and with a minimum of expenditure, has been proved by the experience of this company.

"Cultivate the British consular officers is the big thing in developing business of this kind," this exporter advised. "Take any country you may select, and get in touch with the British consul there, asking him to send you a list of importers. Providing there is a market for your product in this particular country, the British consular officer will put you in touch with the proper buyers. It is also of importance to keep in touch with Canadian trade commissioners, and a list of them is regularly published from time to time."

This Canadian firm is carrying on a large trade with South America, and during the period of the war did a considerable business with Switzerland and Spain. However, this latter trade was only of a temporary character. Turkey and North Africa are also numbered among its customers. At the present time in South America the company has a number of buying agents who purchase outright on their own account, but who have the goods shipped direct to the ultimate retailer.

Many details to be learned in the carrying on of this export business are of inestimable value in making it a success, and in winning favor with the buyers in these various countries. "There is nothing more provoking to the importer in these lands than mistakes in the matter of postage. They are very much annoyed if they find they have to pay postage at the other end. Then it is essential to get correct translations of the Spanish business letters, that is referring to trade with South America. Correct translations, whether in Spanish, French or German, are very important.

"Watch your documents," is another point that is urged in an export trade with foreign lands. "See that all information necessary is on the invoices, that statements regarding weights are carefully checked. South American customs officials support themselves on fines paid for these mistakes, and it is at once evident how diligent they are to find errors, and how essential it is for exports here to be absolutely accurate. For Spanish-speaking countries weights are expressed in kilos. The form of invoice must be a specially informative one. The question of exchange is another matter of very great import. All drafts must be declared in Canadian or United States gold."

These are some of the points to be observed in this manner of building an export trade, and it would seem that much can be done, with comparative ease, and a minimum of expense, to still further expand what is already a growing Canadian export trade in foreign lands.

Industry is Now More Normal in the Old Country

Industrially, England and the old land generally, is gradually returning to a more normal condition, according to the opinion of E. W. Langley, of Maclure and Langley, manufacturers' agents, Front Street East, Toronto, who ha just retutrned, after four month in the United Kingdom. Mr. Langley returned with a number of new agencies for foodstuffs, the nature of which he expects to announce shortly to the trade, through the medium of Canadian Grocer. "While the Government in Great Britain is still controlling essential foodstuffs, there is no acute shortage at the present time, and in many instances warehouses are filled with canned goods and other lines of food that have been shipped into the country," stated Mr. Langley. "In fact in many lies of foodstuffs there appears to be a surplus. Meats, and particularly mutton, are plentiful now. As regards lower prices, declines in butter, eggs and bacon are evident, and there seems to be a feeling that still lower prices are going to prevail. As regar sugar, the individual consumer is only permitted eight ounces weekly, and the price is around 28 cents per pound, but the manaufacturer is allowed up to fifty per cent. of 1915 supplies. English confections are again being produced at almost a normal rate, the fact that manufacturers are able to get sufficient sugar to carry on, greatly stimulating this branch of industry

"Wages are still maintained at very high levels, but there is more disposition on the part of the people to settle down to work, Early in March there was an apparent attitude, to conserve in the buying of high-priced goods. This, of course was in common with the widespread feeling that prices must come down, and this was the only way to bring them down.

"Altogether a noticeable improvement is noted in business, as compared with previous trips, and England will soon again be able to resume her export business with the rest of the world. I do not anticipate any difficulty in getting a supply of the lines for which I hav secured the agency. As far as export of certain Canadian gods is concerned, there will, in all probability, be some slackening, due to the greater production in Great Britain."

Good Market for Canadian Fish in Australia

D. H. Ross, Canadian Trade Commissioner in Melbourne, Australia, writes concerning the Australian fish market:—

"Prominent Canadian concerns have capable and reliable representatives in Australia, and are well posted as to trade conditions. There is always a good market in Australia for canned salmon, depending of course upon the prices ruling. When the landed costs are very high the Australian buyer does not purchase fish in tins to any great extent. There is not much demand for salted salmon or herring, but cod in bricks (boneless) finds a ready sale, but there is very great difficulty in securing the latter of good quality. The demands for these are steady all the year round, but obviously the largest importations are landed for the Lenten trade."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE conditions of all markets continue in a firm undertone. Deliveries of sugar are coming forward and regular shipments from now on are expected. The amendment to the budget has been ratified and prices on lines that are affected by the tax will be readjusted. Business on some lines is reported quiet, but generally business is normal for this season of the year.

MONTREAL—The general tendency of the market this week is for higher prices with only a few exceptions. Butter is dearer and the cheese market continues strong. Eggs are unchanged in price. Halibut is dearer, while the lake fish has a tendency to be a little easier. Cooked meats are very strong on the market and the demand is steadily increasing. The sugar market is rather strange, since prices quoted are purely nominal and almost any price is being paid for supplies. The vegetable market is much stronger this week with higher prices as a feature. In the miscellaneous lines, condensed and evaporated milk is dearer. Spices are a little easier in price. There is no change in the fruit prices.

TORONTO—The condition of the markets generally are firm to higher. Supplies of granulated sugar have improved; a small shipment has been distributed amongst the wholesalers and further shipments are expected to arrive this week. The market for molasses is very strong, with a scarcity noted on Barbadoes even at the extremely high prices that are quoted. The situation in cereals is peculiar; manufacturers state that it is impossible to manufacture cereals at the prices quoted. The fact that business on this line is quiet and jobbers are well stocked is a factor that is keeping down prices. Rolled oats in one quarter has advanced to $6.45 per bag, but there are some jobbers quoting rolled oats at a dollar a bag below this figure. Corn flakes in the U.S. have advanced one dollar a case. This is an indication that higher prices can be expected here due to the fact that American corn is used in the manufacture of corn flakes. There is no change in the market for spices; prices are fairly steady with the exception of peppers. Peppers are unsettled with an easier undertone. Japan teas are very high in price and a scarcity noted. High-grade Ceylons and Indias are difficult to obtain, while low grades are cheaper. The market for tea showing any quality is firm. Canned goods are in active demand and prices are holding firm. The market for nuts in the shell has recovered from the slump of a couple of weeks ago; quotations are now slightly in advance of those previous to the decline. There is an indication that Southern rices may be higher, especially on the better grades. The samples of southern rices being submitted to importers are of poor quality, mostly showing yellow spots caused by rain. Eastern rices, although arriving in better supply, are mostly of the broken or second quality. Advances have been registered on custard powder, fly swatters, package coffee, mince meat, H.P. sauce, cocoa and condensed milk.

Fresh and cured meats are unchanged in price, with a scarcity noted on hams and backs. Eggs and butter are firm. Shortening is easier. Poultry has declined.

WINNIPEG—The local market has been very quiet this week, due largely to the heavy pressure being brought to bear by the financial houses.

The budget during the week has been thoroughly discussed by both the wholesalers and retailers, and while these firms are greatly in favor of the proposed tax, in order to help pay off the deficit owed by Canada, there is a feeling that many adjustments will have to be made to make it at all feasible. From the latest reports, sugar is due for an advance. The tea market is in a very erratic state. Good quality teas are firm, while the lower and medium grades have shown a decided decrease. Canned peas from the South showed an advance of 30 cents a case this week. The prune market is very quiet, due largely to the high prices which these goods are being offered to the trade. The primary rice market is lower. Flour is expected to advance. New fruits and vegetables are arriving daily. Strawberries are reported scarce.

QUEBEC MARKETS

MONTREAL, June 18.—The feature of the market this week is the advanced prices on vegetables. Beans, cucumbers and cabbages are two dollars higher. Potatoes are a little easier. The potatoes are coming in very good supply with easier prices. There is little change in the fruit market. Watermelons are arriving and are offered at one dollar and a half. The first of the early Japan teas are on the market but as predicted the price is very high. Walnuts continue at very easy prices but peanuts are higher. Evaporated apples are cheaper and rice has a tendency to be easier. Pepper is quoted lower and some imported cocoa lines are advanced again. The sugar market continues in the same peculiar condition and higher prices seem inevitable. The molasses market as a result is very strong. Evaporated and condensed milk is higher again and hay is offered at three dollars a ton lower. Feed on the other hand is much dearer.

Sugar Prices Peculiar

Montreal.

SUGAR.—There is no change in the sugar situation this week. The price quoted is only nominal and it is doubtful if supplies can be obtained at this price. There appears no hope for lower prices in the near future and an advance in the list price would not be surprising.

Big Demand for Molasses

Montreal.

MOLASSES.—No change is reported on molasses this week. The condition is similar to the sugar market and as the sugar prices advance an increase in the price of molasses may be expected. There is a very big demand for molasses at the present time, the great difficulty being to get supplies sufficient to meet the demand.

Another Advance on Cocoa

Montreal.

COFFEE AND COCOA.—The market for coffee and cocoa is unchanged and continues strong. There is a good demand and especially is cocoa strong since there has been an advance in the price of imported cocoas. Epps' cocoa has had another advance in price this week and the 1-5 lb. tins are now quoted $1.30 per doz. for the pure and $1.35 for the prepared.

Early Japan Tea Arrives

Montreal.

TEA.—There is no change in the tea situation this week.

The first of the early pickings of the Japan tea will be offered on the market here this week. The prices are rather high, varying as to quality from 85 cents to one dollar. The Indian and Ceylon teas are very quiet and the market is somewhat easier.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

No Change in Package Goods

Montreal.

PACKAGE GOODS.—There is no change in the price of package goods this week. The prices given last week on cereals remain firm this week. The demand, especially for prepared cereals, is very good.

Cereal Prices Steady

Montreal.

CEREALS.—The market for cereals is unchanged this week. The demand is fair considering the summer season and prices remain firm.

CEREALS—		
Cornmeal, golden granulated	....	5 60
Barley, pearl (bag of 98 lbs.)	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	6 00
Hominy grits, 98 lbs.	....	6 50
Hominy, pearl (98 lbs.)	....	6 60
Graham flour	....	6 00
Do., barrel	....	13 25
Oatmeal (standard granulated)	6 00	6 75
Rolled Oats (bulk), 90s	5 60	6 00

New Strawberry Jam Offered

Montreal.

CANNED GOODS.—There is no change in the condition of the market on canned goods. The new strawberry jam is reaching the market and the first supply is packed in glass jars. The price quoted is $9.00 per doz. for the 22 oz. jars.

Advance on Condensed Milk

Montreal.

MISCELLANEOUS.—There is another advance in the price of evaporated milk this week. The new prices are 25 cents higher on the large size case and 15 cents higher on the small size, 24 to a case. Condensed milk in most brands, 48 cans to a case, is up 50c per case throughout. Bulk jellies are also dearer by five cents, being advanced to 45 cents per pound. Compound lard is reduced one cent per pound and is now priced at $5.40 for the 20 lb. wooden pail. There is a reduction in the price of chocolate bars this week from $1.05 to 95 cents a box.

An Advance on Peanuts

Montreal.

NUTS.—As intimated by Canadian Grocer last week the market for peanuts has been very strong and has this week advanced a fraction of a cent a pound. The price generally is ½ cent higher on peanuts. The quotations on walnuts continue at a sacrifice price. Walnuts being offered here retail as low as 40 cents per pound.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Apples Cheaper

Montreal.

DRIED FRUIT.—The only change in dried fruits this week is a drop in the price of evaporated apples. The extent of the change varies from 4 to 5 cents per pound. The new price is about 19 or 20 cents per pound. There is no change in the other lines.

Tendency Easier on Rice

Montreal.

RICE.—Although there is no change in the price of rice this week there is an easier market reported. Supplies are coming better and a slight change in the prices may be expected shortly.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell rice, fine	....	17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Pepper Prices Lower

Montreal.

SPICES.—The market this week on spices is a little easier. Pepper especially is a little lower in price. The quotations this week are probably two cents

lower on pepper. Mace and pickling spices are also easier in price.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 30	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

Watermelons Arrive

Montreal.

FRUIT.—There is no change in the price of fruit this week. The demand is good and the supply is fair. The first supply of watermelons arrived this week and are offered here at $1.50 and $1.60 each.

Apples—		
Russet	....	8 00
Ben Davis, No. 1	6 00	7 00
Apples in boxes	5 00	5 50
Bananas (as to grade), bunch	6 00	7 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Messina	....	8 00
Oranges, Cal., Valencias	....	9 50
Do., 100s and 150s	....	8 50
Do., 176s and 200s	....	10 00
Cal. Navels—		
80s, 100s	....	6 00
126s	....	7 00
150s	....	7 50
176s, 250s	....	8 00
Florida, case	....	6 00
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	1 50	1 60

New Potatoes Much Cheaper

Montreal.

VEGETABLES.—The prices on vegetables are stiffer this week. An advance is recorded on most of the fresh vegetables. Wax beans are up two dollars a hamper. String beans have the same advance in price. Cucumbers are up to six dollars. Cabbage are up two dollars a crate. Yellow onions are cheaper, offered at eight dollars per bag. Tomatoes are down, offered at ten dollars a crate. New potatoes are much cheaper, being sold at fifteen dollars per barrel. Mississippi flat tomatoes are offered on the market at $4.25 per crate.

Beans, wax, per hamper	....	7 00
Beans, new string (imported) hamper	....	7 00
Cucumbers, hamper	....	6 00
Celery, doz.	....	0 50
Cabbage, crate	....	6 50
Carrots, bag	....	2 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	1 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	6 50
Do., New Brunswick	....	6 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40
Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	3 00
Tomatoes (Florida), crate	....	10 00
New Carrots, hamper	....	4 50
Shallots, doz.	....	1 00
Wash. Celery	....	2 50
New Potatoes, per barrel	....	15 00

Hay Reduced $3.00

Montreal.

HAY AND FEED.—There has been a drop of three dollars a ton in the price of hay this week in view of the coming crop which has every appearance of being very good. Feed is much higher this week however.

Hay—		
Good, No. 1, per 2,000-lb. ton.	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	12 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 47
No. 3 C.W.	....	1 46
Extra feed	....	1 46
No. 1 feed	....	1 45
No. 2 feed	....	1 43
Tough 3 C.W.	....	1 44
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C. W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

No Change in Flour

Montreal.

FLOUR.—There is no change in the flour prices this week. The market continues strong and prices will, to all appearances, continue high.

Spring Wheat Flour	....	14 85
Winter Wheat Flour	....	14 00
Blended Flour	....	14 20
Graham Flour	....	14 85
Whole Wheat Flour	....	14 85
Corn Meal Flour	....	12 20

ONTARIO MARKETS

TORONTO, June 18—Supplies of granulated sugar have slightly improved. A small shipment has been distributed amongst the wholesalers and further shipments are expected this week. Barbadoes molasses is very strong with a scarcity noted even at the extremely high quotations. Rolled oats are firm with a tendency toward higher prices. Package peas are higher, also condensed milk, Bird's custard powder, Elkhorn cheese, mincemeat, H.P. sauce and package coffee. Peppers are easier. Red chillies are scarce. Japan teas are higher and a scarcity noted. The coffee market is steady. Table raisins are quoted cheaper. Nuts in the shell are higher. Rice supplies have improved, but the quality is poor. Vegetables and fruits are in good supply and prices are declining.

Sugar Supplies Improved

Toronto.

SUGAR. — Supplies of granulated sugar have slightly improved. A small shipment has been distributed among the wholesalers and further shipments are expected this week. There are indications that higher prices will be registered

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	19 21
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	19 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

Barbadoes Molasses Scarce

Toronto.

SYRUPS.—The corn syrup market is firm with indications that further advances will be manifest, due to the steady advancing cost of corn.

MOLASSES.—This market is very strong with a scarcity noted on Barbadoes even at the extremely high figures. Fancy Barbadoes is quoted at $1.55 per gallon.

Corn Syrups—		
Barrels about 700 lbs., yellow	....	0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60

Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Rolled Oats Are Strong

Toronto.

CEREALS.—The situation in cereals is peculiar. Manufacturers state that it is impossible to manufacture cereals at the prices quoted. The fact that business is quiet and jobbers well stocked is a factor that is keeping down prices. Rolled oats in one quarter has advanced to $6.45 per bag, but there are jobbers who are quoting rolled oats as low as $5.45 per bag.

	Single Bag F.o.b.	Lots Toronto
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Package Peas Are Up

Toronto.

PACKAGE GOODS.—Package oats are ruling strong under a quiet demand. Corn flakes in the U. S. have advanced $1 a case, and this is an indication that higher prices can be expected here, due to the fact that American corn is used in the manufacture of corn flakes. Cooker peas have advanced 75 cents per case, now quoted at $4.35 per case

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case	....	4 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 14
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Two-minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Peppers Are Easier

Toronto.

SPICES.—There is no change in the market for spices. Prices are fairly steady on most lines with the exception of peppers. Peppers are unsettled with an easier undertone. Ginger, cream of tartar and nutmegs are ruling firm in a short market.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

Japan Teas Are Higher

Toronto.

TEAS.—Japan teas are very high and a scarcity noted; early pickings are quoted at 80 to 90 cents per pound, and seconds at 51 to 55 cents per pound. High-grade Ceylons and Indians are difficult to obtain while low grades are cheap. The market for teas showing any quality is firm.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japans and Chinas—		
Early pickings, Japans	0 80	0 90
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Quiet

Toronto.

COFFEE.—There is little feature in the market for coffee. Prices are steady under a quiet demand. Some brands of package coffee have advanced, due to the higher cost of tins.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½

Mincemeat Has Advanced

Toronto.

MINCEMEAT.—Bowes' mincemeat is now quoted as follows: 1 lb. tins, cases of 2 dozen, $6.00 per case; 2 lb. tins, cases of one dozen, $5.80 per case; 25 lb. tins at 20 cents per pound. Standard in pails of 28 lbs., 17 cents per pound; tubs of 65 lbs., 16¾ cents per pound.

Canned Goods in Demand

Toronto.

CANNED GOODS.—The demand for canned goods is active. All lines are well represented. Magnolia brand shrimps are quoted at $2.70 per dozen. Aylmer corn is quoted at $2 per dozen, and Aylmer Honeysuckle corn at $2.25 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 06
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

Condensed Milk Up

Toronto.

CONDENSED MILK.—Borden's condensed milk has advanced as follows: Eagle brand, $12.50 per case; Reindeer, $12 per case; Silver Cow, $11.50 per case; Challenge, $10.60 per case. Reindeer coffee, both large and small sizes, $7.50 per case.

Table Raisins Cheaper

Toronto.

DRIED FRUITS.—The demand for dried fruits is slackening somewhat. Table raisins are cheaper. Solite 4-crown table raisins in 1-lb. packages are quoted at $6 per box. Extra dessert clusters, 20 1s, are $6.50 per box. Marzo 4-crown Royal Dehesa are $5.50 per box. Pdunes, 70/80, are quoted at 18 cents per pound. Most jobbers are now anxious to clean up their stocks of dried fruits and in some quarters quotations are lower.

Evaporated apples	....	0 24
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	....
Layer, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	....	....
Cal., 6 oz., 50s, case	....	....
Cal., 8 oz., 20s, case	....	....
Cal., 10 oz., 12s, case	....	....
Prunes—		
30-40s, 25s	....	0 31

40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	....	0 18
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	....
Extra fancy, sulphur blch., 25s	....	0 28½
Seedless, 15-oz. packets	....	0 26½
Seedless, 15-oz. packets	....	0 27
Seeded, 15-oz. packets	....	0 26
Crown Muscatels, No. 1s, 25s	....	0 25
Turkish Sultanas	....	0 26

Nuts in Shell Are Higher

Toronto.

NUTS.—The market for nuts in the shell, after slumping to low figures, has recovered, and quotations are even slightly higher than before the slump. Shelled nuts, however, are still in an unsettled condition, and quotations are low.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 63	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

Some Lines Advance

Toronto.

MISCELLANEOUS. — Bird's custard powder has advanced to $2.10 per dozen. Dalley's Cream Diamond coffee now quoted at 60 cents for 1-lb. tins and 62 cents for ½-lb. tins. Elkhorn cheese, Pramount assortment, has advanced to $13.10 per case. H.P. sauce is now $3.75 per dozen. Fry's cocoa is 60 cents per pound. Sal soda in bags is up to $2.25 per bag.

Vegetables in Good Supply

Toronto.

VEGETABLES.—All vegetables are arriving in good supply and prices are declining. New potatoes are down to $14 per barrel for No. 1 and $12.50 for No 2. Texas onions are also cheaper, being quoted at $2.75 per crate. Old potatoes are selling at $6.75 per bag. Cucumbers, tomatoes, beets, carrots and beans are all slightly lower. Canadian cucumbers are selling at $3.50 per 11-quart basket.

Potatoes, Ont., 90-lb. bag	....	6 75
Mushrooms, 4-lb basket	....	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, large crate	....	6 50
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Florida Tomatoes, case	....	9 00
Cucumbers, Carolina, hamper	6 50	7 00
Do., hothouse, lb.	....	0 50
New Carrots, hampers	....	3 25
Asparagus, per basket	1 75	2 25
New Beets, dozen bunches	....	1 00
Wax Beans, hampers	....	3 50
Spinach, bush. box	....	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	....	2 75
New Potatoes, Florida—		
No. 1, per barrel	....	14 00
No. 2, per barrel	....	12 50
New Potatoes, Carolina—		
No. 1, per barrels	....	15 50
No. 2, per barrel	....	13 50

Southern Rice Poor Quality

Toronto.

RICE.—There is an indication that Southern rices may be higher, especially on the finer grades. The samples of Southern rices being submitted to importers are of poor quality, mostly showing yellow spots caused by rain. In one quarter extra fancy Blue Rose is offered to the trade at 20 cents per pound in bag lots. Eastern rices are arriving in better supply but mostly of the broken or second quality.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Do., seconds, per 100 lbs.	....	15 00
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Pakling	....	14 00

Lemons in a Firm Market

Toronto.

FRUITS.—Navel oranges are finished for this season. Valencias are up 50 cents per case. Lemons are in a stiff market and indications are that higher prices will prevail. Verdillis are quoted at $6 per case. California deciduous fruits are appearing on the market. Apricots are $4.50 per box. Plums are $4.75, and cherries are $6 per box. California canteloupes are arriving and excellent quality is quoted at $9 per crate of 45 melons. Watermelons are down 15 cents each. The first Canadian strawberries arrived this week and are selling at 45 cents per box.

Oranges, Valencias—		
80s, 96s	....	6 50
126s	....	7 50
150s	....	7 75
176s, 200s, 216s, 250s	7 75	8 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 300s, 360s	....	6 00
Do., Messinas, 300s	....	5 50
Do., Verdillis	....	6 00
Grapefruit Florida—		
64s, 80s, 96s	6 00	7 00
Grapefruit, California Seedless—		
48s	....	4 50
64s, 70s, 80s, 96s, 126s	5 00	5 50
Boxed apples, all sizes	....	5 00
Strawberries, quarts	....	0 45
Pineapples, Cuban—		
18s, 24s, per crate	....	....
30s, 36s	....	....
California cherries, box of 8 lbs.	....	6 00
Watermelons, 26-lb. aver., each	....	1 60
California cantaloupes, case, 45s.	....	9 00
Georgia Peaches, 6-bskt. crates	....	6 00
Apricots, California, box	....	4 50
Plums, California, box	....	4 75

No Change in Flour

Toronto.

FLOUR.—The flour market is unchanged. Mills are grinding spasmodically as there are still large stocks on hand. Millers report that the demand from retailers is very quiet.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

WINNIPEG MARKETS

WINNIPEG, June 18—Supplies of sugar are expected to be improved this week. There is a strong feeling in the market for corn syrups and an advance can be expected, due to the prevailing high price of corn. Cereals are firm, also starches. The tea market remains firm, especially on the higher grade. Black peppers are slightly lower. Nutmegs and red chillies are high and scarce. Canned fruits are expected to be higher. The bean market is strong. Sago and tapioca are easier. Vegetables and fruits are scarce.

Sugar Supplies Improve

Winnipeg.

SUGAR.—Indications are that sugar will be arriving better within the next week. Some refineries are supplying the demand of their trade to the best of their ability.

Redpath granulated, 100-lb. bag	....	20 05
Do., bbls.	....	20 10
St. Lawrence granulated, 100-lb. bags	....	20 05
Do., bbls.	....	20 10
Lantic, granulated, 100-lb. bags	....	20 05
Do., bbls.	....	20 10
Acadia, granulated, 100-lb. bags	....	20 15
Do., granulated, bbls.	....	20 20
Yellow sugar, 100-lb. bags	19 55	19 65
Do., bbls.	19 60	19 70
Powdered sugar, bbls.	....	20 40
Do., 50-lb. boxes	....	20 60
Do., 25-lb. boxes	....	20 80
Icing sugar, bbls.	....	20 50
Do., 50-lb. boxes	....	20 70
Do., 25-lb. boxes	....	20 90
Lumps, soft, 100-lb. boxes	....	20 80
Do., 50-lb. boxes	....	20 90
Do., 25-lb. boxes	....	21 10
Lumps, hard, 100-lb. boxes	....	21 00
Do., 50-lb. boxes	....	21 20
Do., 25-lb. boxes	....	21 25

Corn Syrups Are Active

Winnipeg.

CORN SYRUPS — There is a very strong market for corn, which is an indication that higher prices can be expected on corn syrups.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 10
Cases, 5 lb. tins, white, 1 doz. in case	....	8 10
Cases, 10 lb. tins, white, ½ doz. in case	....	7 85
Cases, 2 lb. tins, yellow, 2 doz. in case	....	6 50
Cases, 5 lb. tins, yellow, 1 doz. in case	....	7 50
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 25
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 50
5s, 4 doz. in case	....	4 45
10s, 4 doz. in case	....	4 40

Cereals Are Firm

Winnipeg.

CEREALS.—There is no change in the market for cereals. The market is quite firm.

Cornmeal, golden, 49-lb sacks, per sack	....	2 60
Do., 10-lb. bags, 10 in bale, per bale	....	6 00
Barley, pearl, 98-lb. sack, per sack	....	8 10
Do., pot, 98-lb. sack, per sack.	....	6 00
Buckwheat, Gritz, 100-lb. sacks	9 90	11.00
Rolled Oats, 80-lb. sacks	....	5 10
Linseed meal, 100-lb. sacks	....	12 00
Split Peas, 98-lb. sack, per sack.	....	8.50
Do., green, per bushel	....	5.50
Oatmeal, 98-lb. sack	....	6 20

Package Cereals Strong

Winnipeg.

PACKAGE GOODS.—The market on package cereals and starches is firm with indications that higher prices will prevail.

PACKAGE GOODS		
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case, small pkts.	....	2 42½
Corn Flakes, 36s, case	3 60	4 00
Package Peas, 48s, case	....	6 00
Do., 36s, case	....	3 75
Cornmeal, 2 doz. case, per case	....	4 00
Wheat Flakes, 3 doz. case, per case	....	5 00
Puffed Wheat, 3 doz. case, case.	....	4 60
Cornstarch, No. 1 lb. pkts., per lb.	....	0 11½
Laundry starch, in 6 lb. kegs	....	0 13¼
Do., in 6 lb. wood boxes	....	0 15¼
Gloss starch, 1 lb. pkts., 40 in case, per lb.	....	0 13¾
Celluloid cold starch, 1s, 45 in case, per case	....	5 35
Potato Flour, 12 oz., 2 doz. case, per case	....	3 00

Teas Are Firm

Winnipeg.

TEAS.—Teas for price have been very easy during the past week, with very little buying. High grade tea remains firm and in great demand. With the opening of the Calcutta market toward the end of June a decided change may be seen. Buyers look for a stiffening up of all grades. While not in a position to state anything definite the feeling of the trade is that the next few weeks will decide in a better manner the tendency which the market will be showing. The Japan tea situation remains unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, best quality	0 48	0 50
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality	0 52	0 60
Broken Orange Pekoe, best qlty.	0 58	0 68
Japan, best quality	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Black Pepper Cheaper

Winnipeg.

SPICES.—Black peppers are slightly lower in price while white pepper remains firm, with an upward tendency. Red chillies are high and very hard to obtain. Nutmegs continue high and scarce.

Dried Fruits Are Higher

Winnipeg.

DRIED FRUIT.—During the past few days there has been a marked feeling for higher prices on dried fruits. The independent packers have announced an early price, ranging from 2 to 4 cents per pound over last year's opening prices. The opening prices being quoted so early show an indication that pickles will be higher than those at present. This will apply on all dried fruits.

Evaporated apples, per lb.	0 20	0 23
Do., Apricots, per lb.	....	0 29
Currants, 90-lb., per lb.	....	0 23
Do., 50-lb., per lb.	....	0 24
Do., 8 oz. pkts., 6 doz, to case,		

Canned Fruit to be Higher

Winnipeg.

CANNED GOODS.—There has been a marked change in canned goods generally. Reports state that canned fruits will be higher from $1 to $1.75 over last year's opening price, due to the increased price of labor, sugar, and tin plate. The present market is practically cleaned up, which means that no overstock from last season will be available.

SUGAR HAS ADVANCED

Winnipeg (Special).—Dominion Sugar Refineries have advanced their sugar $2.00 per hundred pounds. The price now quoted is $22.05.

Coffee Remains Steady

Winnipeg.

COFFEE.—The new crop of Santos coffees are expected to arrive around the month of November or December. Prices are quoted about ½ to ¾ cent below the price asked for present crop. This is not so long as expected and has a tendency to firm up prices on all stocks.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade	....	0 46
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56

Bean Market Strong

Winnipeg.

BEANS.—The bean market is exceedingly strong, and stocks are being offered to buyers at higher prices than previously offered

White Beans, hand picked, 100-lb. bag, per bag	8 00	8 50
Lima beans, 80-lb. sacks, per lb.	....	0 13

Sago and Tapioca Easy

Winnipeg.

RICE.—The rice market continues showing improvement. Quotations remain high, with no indication of lower prices prevailing. Sago and tapioca are easier.

Japan rice, No. 1, 50-lb. sack, per sack	..	16 65
Do., No. 1, 100-lb. sack, per sack	....	16 50
Siam rice, quality good, 50-lb. sacks, per sack	....	7 50
Do., 100-lb. sacks, per sack	....	15 00
Carolina rice, extra fancy, 100-lb. sacks, per sack	....	19 00
Ground rice, bulk, per lb.	....	0 12
Sago, in lots 130 to 150 lbs, per lb.	....	0 12¾
Do., less quantities, per lb.	....	0 13¼
Tapioca, pearl, sacks 160 lbs., lb.	....	0 13
Do., less quantities, per lb	....	0 13½

Vegetables Are Scarce

Winnipeg.

VEGETABLES.—New vegetables are scarce and the supply seems insufficient to meet the demand. No change in prices this week.

Potatoes, per bushel	4 00	4 50
Turnips, per cwt.	4 00	4 50
Beets, per cwt.	3 50	4 00
Carrots, per cwt.	....	5 00
New carrots, per lb.	....	0 07
Texas onions, per bushel	....	5 00
Cabbage, per lb.	....	0 06
Tomatoes, per lug	....	6 00
Fresh rhubarb, per case	....	2 00
Head Lettuce, per case	....	6 00
Do., per dozen	....	1 75
Leaf Lettuce, dozen	....	0 65
Radishes, per dozen	....	0 65
Green onions, per dozen	....	0 60
Asparagus, per case	....	3 50
Spinach, per case	....	2 50
Cucumbers, per doz.	....	3 50
Potatoes, new, lb.	....	0 15
Do., sacks	....	11 00

Fruit Supplies Short

Winnipeg.

FRUIT.—The fruit market is unchanged except that the supplies are not arriving very freely and prices have an upward tendency.

FRUITS—		
Valencia oranges, 126s	....	7 50
150s	....	8 00
176s	....	8 50
200s, and smaller	....	9 00
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.	0 12	0 13
Grapefruit		
16s	7 00	7 50
54s	7 50	8 00
64s and smaller sizes	8 00	8 50
Pineapples, case	....	8 00
Cherries, case	....	5 50
Strawberries 24 qts., case	10 00	12 00
Cocoanuts, doz.		1 75
Washington apple, Winesaps, box	....	5 00
Cranberries, per box	....	4 50
Dates, 36 pkgs. to case	....	7 25
Figs, per case		1 00
Do., 10-lb. boxes		3 75

Weekly Market Reports by Wire

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., June 17.—Prices in grocery markets show few changes with markets generally steady. There is no change in the sugar situation but there is no doubt that an advance will be registered very soon. California grape fruit has receded from $8 to $5 per case. Potatoes continue at $6.50 per bag, but dealers report indications of weakening. Oats are quoted at $1.58½ per bushel. Yellow-eyed beans are down to $7 per bushel.

Flour, No. 1 patents, bbl., Man		16 25
Cornmeal, bags		5 25
Rolled Oats, per bag		6 75
Rice, Siam, per 100 lbs.		15 75
Tapioca, 100 lbs.		17 00
Molasses (extra fancy Barbados)		1 75
Sugar, standard, granulated		19 10
Do., No. 1, yellow		18 60
Cheese, Ont., twins	....	0 33

Eggs, fresh, doz.	....	0 50
Lard, pure, lb.	....	0 31
Lard, compound	....	0 30
American, clear pork, per bbl...	....	52 00
Tomatoes, 2½s, standard, doz...	....	2 20
Breakfast bacon	....	0 48
Butter, creamery, per lb.	0 56	0 57
Do., dairy, per lb.	....	0 52
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	4 80
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	9 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	6 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 00
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb	....	0 10

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 17.—Condensed milks have advanced 50 cents per case. Sugar is up $1 per hundred, now quoted $19.97. Smoked hams are 1 cent higher. Oleomargarine is down 2 cents per pound. Eggs are steady at $13 to $13.50 per case. Local stocks of canned peas are getting cleaned up; American pack are offered at $4.30 per case. Campbell's soups are again on the market at $7.60 per case. Candles, blended jams, and some varieties of salmon show slight advances. Evaporated peaches are higher, now being quoted at 28 cents per pound. Raisin stocks are low. Reductions are expected on creamery butter.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	[illegible]
Rolled oats, 80s	....	5 80
Rice, Siam	....	14 00
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	19 97
Cheese, No. 1, Ont., large	0 31	0 32
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 40	0 45
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	13 00	13 50
Tomatoes, 2½s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 21	0 23
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 38
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Currants, Australian	....	0 23
Filiatras Currants, lb.	....	0 22
Salmon, pink, tall, case	....	10 25
Do., Sockeye, tall, case	....	17 50
Do., halves	21 50	22 50
Grapefruit	....	6 50
Potatoes, Alta., per ton	....	100 00
Lemons	....	7 00
Oranges	7 50	[illegible] 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 17.—The markets are rather quiet. Supplies of sugar have improved, large deliveries having recently been received. There ar indications that sugar will be advanced in the near future. Cheese is easier, now quoted at 32½ to 33 cents per pound. Pure lard is up ½ cent, while compound lard is down slightly. Potatoes are lower, selling at $9 to $9.50 per barrel.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 25
Cornmeal, ordinary	....	4 95
Rolled oats	....	13 50
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	19 10
No. 1, yellow	....	18 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 48	0 50
Lard, pure, lb.	0 30	0 31
Lard, compound	0 28½	0 29½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case.	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 62	0 63
Do., dairy, per lb.	0 55	0 56
Do., tub	0 53	0 54
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case.	7 30	7 40
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case.	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	11 00	11 50
Do., Cohoes	15 00	15 50
Do., Chums	....	9 00
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 00	9 50
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	5 00	5 50
Do., Florida	8 00	9 00
Apples, Western, box	5 00	6 00
Bananas, per lb.	0 10	0 11

PROFITS

With pencil he could figure out
A profit raising chickens;
Pencil after pencil the good old scout
Went ciphering like the dickens.

But, oh! the schemes of men and mice,
The slip 'twixt lip and cup,
The doggone pencils rose in price,
And ate his profits up!

VANCOUVER

VANCOUVER, B. C., June 17.—Strawberries are arriving in limited quantities. Canteloupes are $3.00 per crate. Peaches are $3.50 and plums $5.00 per flat. Hot-house tomatoes are $6.50. Cooking apples are $2.00 and eating apples are $3.00 to $4.00 per box. Grapefruit is $4.25 per case. Oranges $6.00 to $8.50 and lemons are $6.50 per case.

Fresh eggs are quoted at 56 cents per dozen. Best butter at 61 cents. Cheese at 33 cents per pound. Lard at 29¾ cents per pound.

Beef steer is quoted at $26.00 to $27.00 per hundred. Cow at $22.00. Lamb at $40.00. Mutton at $38.00. Pork at $30.00 per hundred. Bacon at 48 to 49 cents per pound.

Old potatoes are selling at 8 cents per pound. Onions are quoted at $5.00 per sack.

STEADY STUDY OF COSTS PROMOTES PROGRESS

Continued from page 23

looks rather moderate to me to embrace all items. That is all I can see to kick about this time. I hope it may be enough!

As for the book accounts item being too large, I cannot say that, standing alone, would not strike me as disadvantageous. Last year he showed only about 20 per cent. of his stock outstanding. Now he shows nearly 40%. But I know many businesses which are in a wholesome condition which have more on their books than their total stock of merchandise. It is not the quantity so much as the quality of book accounts that matters.

If these accounts were out among people who are responsible, from whom you can collect by pressure, if necessary, and if they are paid in full when due, they are all right. But if they are out among people of dubious responsibility, if they are out among wage-earners who are spending all they make in "riotous living," as so many of them have been doing during the past year or more, if there is nothing behind them but a sort of easy-going "honesty," and if they are dragging and piling up "creeping balances," then my friend has good cause to expect trouble and loss in the near future. Best thing he can do in the second instance is to stop all doubtful accounts and proceed to gather in every dollar he can from the wreckage. For the day of reckoning is at hand for the easy-going credit extender.

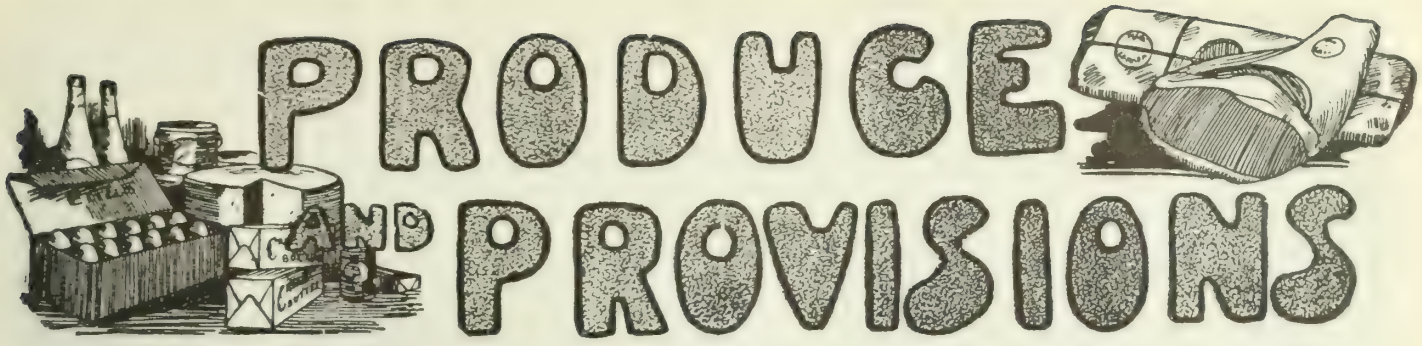
Turnover Does Not Look Rapid Enough

Not being familiar with the details of a general merchandise business, I hesitate to say much about turnover; but I believe that it should not be less frequent than four times a year. This man's stock has turned only about 2 3-8 times. That does not seem healthy to me. Here is where he can practise stock reduction to advantage. Quit buying. It is important now as never during the past five years. Reduce stocks. Gather up loose ends of credit.

That is about all—unless my friend sees something else to ask about. I appreciate his writing me and hope he will come every year—or oftener.

* * * * * * *

The Piggly Wiggly stores have long found that self-service in the fruit department was not profitable. Customers pick out the good and leave many more culls than the service man would have. Hence, those stores are now installing a service counter, or department, where fruits and vegetables are selected, weighed and wrapped by clerks. A hint here for the careful.



A Freezing Plant The Best Booster For Cooked Meats

F. Mottershead, Manager of the Gibson-Gage Main Store, Winnipeg, Man., Believes It is the Only System for the Handling of Meats Advantageously

A FREEZING plant for maintaining a proper temperature in which to preserve cooked meats during the hot summer season is the best booster for the sale of these commodities, according to F. Mottershead, manager of the main store of the Gibson-Gage system of retail meat stores, in Winnipeg, Man.

"It's the best system for a retail store that I know of; and I have been in the business for more than 30 years," Mr. Mottershead said. "And what's more, it's my firm belief that similar freezers as are to be found in our stores will ultimately be installed in the store of every retail meat merchant of any consequence at all. It is the most modern sanitary development of the meat selling business."

The Refrigerator Counter

When CANADIAN GROCER interviewed him, Mr. Mottershead launched enthusiastically in to a description of the "refrigerator counter" which extends the whole length of the large store, and which displays attractively the varieties of cooked meats and kindred food products. Running the whole length of the counter are six two-inch pipes which are fed with ammonia and other chemicals necessary to produce a low temperature. Four of these pipes run beneath a shelf of slats on which the meats are placed for display, and two are hung over over the shelf, but out of sight of the customer. The counter itself is more of the "silent salesman" type, entirely enclosed in glass, so that all laws of sanitation may be observed. This is a precaution which does not escape the observation of the customer, and, as Mr. Mottershead pointed out, provokes many appreciative comments.

A Tempting Arrangement

The whole stock of meats, butter, lard, gelatinous substances, and allied summer foods are temptingly arranged in this glass counter, producing the effect of suggestion in the mind of the prospective buyer. For instance, the bulk of the meat display is arranged in the centre of this case, surrounded by wll arranged masses of green things. On both ends of this counter are small glass cases, which contain displays of butter, lard, canned meats ,etc., thus bringing before the view of the customer related lines of goods.

Keeping a Freezing Temperature

A freezing temperature is injected into the cases by means of the pipes before mentioned which, in turn, receive the "juice" from a freezing tank installed in one of the freezing rooms of the wholesale department. Power for this plant is derived from a strong electric motor installed in the basement, while one of the chief necessities for producing the desired temperature is provided by the chief engineer of the establishment, who prepares a certain chemical solution. By means of this plant, a temperature as low as ten degrees below zero may be obtained. The ordinary temperature, however, is kept slightly above zero. Even with this, the frost on the ammonia pipes is continually more than half an inch in thickness.

A delightfully cool and fresh atmosphere is obtained as a result of this cooling process, and there is not the slightest suggestion of the offensive odor of old meats which is met with often. There are separate freezing rooms for fish, bacon, the wholesale department, lard, butter and oleomargarine, and one large room in the basement is guaranteed to freeze anything absolutely stiff. This room is usually used for preserving in good condition meats purchased by customers who desire to deliver at a later date.

Doubles Sales of Cooked Meats by Changing Department

A. F. Higgins & Co., Winnipeg, Man., Changed Location So That Department Was Readily Noticed by Every Customer—Results Are Convincing

WINNIPEG, (Staff Correspondence). —In one month's time, A. F. Higgins & Co., Ltd., Winnipeg, doubled their sales of their cooked meats. This was not due simply to more people coming into the store for cooked meats or to their regular customers adding them to their purchases.

How Then Were Sales Increased?

By simply changing the location of the department, and in addition taking into consideration that the customer in the grocery store buys largely through the eye.

Here are the facts of the case: Before the change the provision department was towards the rear of the store on the right-hand side with a biscuit case largely hiding the department. The customer who did not know that the Higgins Co. carried cured and cooked meats would not always see the department where it was located. By straining the neck and the eye it could, no doubt, be noticed. But human nature is human nature the world over. The customers declined to put themselves out in this way and the result was the sales of cured and cooked meats ran along from month to month pretty evenly and fair sales were made.

Then came the change. The department was placed along the rear of the store so that every customer coming in and going up to the main counter could see the cured and cooked meats on the provision counter and the refrigerator behind it. The psychological effect of the change meant that more cooked meats

. Illustrating one side of the handsomely equipped meat and provision store of Gibson-Gage & Co., Winnipeg, Man.

were sold—in fact, as stated above, sales were doubled in one month's time. The counter has an attractive computing scale on it. The refrigerator stands immediately behind it, showing up the butter, margarine, etc., to advantage, and there is also a meat slicer back of the counter.

This experience goes to show the importance of having a good display so that the customer can readily see them. Many theorists claim that when a customer goes into a store she knows exactly what she wants, and asks for the goods exactly as she needs them. This is not the case, as time after time articles in Canadian Grocer have demonstrated. Women buy foodstuffs largely through the eye and the better they are displayed and in the more prominent position that they are shown, more of them are sold.

Potato Merchants Protest New Order

Board of Commerce Has Asked Potato Merchants in Toronto for Information as to All Dealings in Potatoes, During the Months of March, April and May

THE Board of Commerce has issued a request to all potato merchants in Toronto, asking for full details of transactions in potatoes for the months of March, April and May. This request requires potato merchants to make a detailed statement as to whom potatoes were purchased from, the quantity purchased, the amount per bag paid for same, to whom the potatoes were sold, the quantity, and at what price. This statement requires that every purchase and sale must be filled in accurately with the date and price, together with the profit made on each transaction. In fact every potato must be accounted for.

Potato merchants are making a vigorous protest and say that it is impossible because hundreds of small sales are made of which no record is kept, as these sales are treated as cash sales and consequently there is no means of tracing these sales which make up a large portion of potatoes purchased and disposed of, to the trade.

"If the Board of Commerce had notified us, that they wanted these records and given us a chance to keep track of them, we would have been in a position to fill out an accurate statement," said E. J. Ryan, potato merchant, to Canadian Grocer. "But as it is, we cannot do it, it is impossible because we simply haven't got the records of the sales of a large part of the potatoes we have bought. If the Board of Commerce or anyone else thinks that we have been profiteering we can show them the exact price of every car of potatoes that we have purchased and they will see that the high prices have been paid direct to the grower. As to our profits, we have handled many a car at a profit of twenty five cents and less, a bag."

A. A. McKinnon, Colborne Street, Toronto, said that he had received a questionnaire but hadn't decided what he would do about it, and probably would not pay any attention to it. "I couldn't give the complete information as we haven't the records," he stated, "and I doubt very much whether the Board of Commerce has the power to compel us to do so."

Stronach & Sons, Toronto, were of the same opinion and could see no reason why this report should be requested. "It will take a week of hard work to fill it out and cannot see that it will do anyone any good after they get it."

FRUIT PRESERVATION METHOD

Discovery of a dipping process for the preservation of fruit has been announced from Western Australia. The solution in which the fruit is dipped is stated to have no deteriorating effect on the quality of the shipments. After drying the fruit is packed in a powder which is dusted off from the consignment when it arrives at its destination. The cost of treating fruit has been placed at two shillings a case, and the saving on a shipment of 50,000 cases has been estimated at £6,500. Shipments have been sent from Australia to China and Singapore, and the fruit has been found to be in perfect condition on arrival. Australian interests believe that the invention will overcome the refrigerating space difficulty. However, this method of preserving fruit cannot be applied to products such as peaches, which start to decay around the stone.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 18—There is very little change in the produce market this week. Butter is stronger with an advance of one cent a pound on most sales. The butter offered at the present time is grass butter and it is not expected that the high price will continue. Cheese remains firm on the local market, although the bidding at the cheese board is rather weaker. This does not affect the market at the present time. Fish is in better supply and although higher prices are quoted on halibut, salmon is offered at lower prices. The egg market remains unchanged.

No Change on Fresh Meats

Montreal.

FRESH MEATS.—There is no change in the price of fresh meats this week. The market remains firm with a fair demand.

Cooked Meats Are Strong

Montreal.

COOKED MEATS.—The prices on cooked meats remain firm after the advance of last week. The demand is good and steadily increases with the summer season. As a result there is a strong market offered at the prices quoted.

Big Demand for Smoked Meats

Montreal

BACON AND HAMS.—The market for bacon and hams is very strong this week despite the fact that there was an advance in the price of hams last week. The warm weather has created a heavy demand for these smoked lines and the supply has not proportionately increased.

Lard in a Strong Market

Montreal

LARD.—Lard, like shortening, remains unchanged with a strong market and a steady demand. Tierces are quoted at 29 cents and bricks are offered at 31 cents.

No Change on Shortening

Montreal.

SHORTENING.—Prices remain unchanged this week on shortening. The market is steady and firm and the demand is quite normal.

Margarine Prices Steady

Montreal.

MARGARINE.—The demand for margarine remains only fair with firm prices at the reduced quotations given last week.

Barrelled Meats Normal

Montreal.

BARRELLED MEATS.—No change is reported in the market for barrelled meats. The demand is normal and the market remains firm.

Egg Prices Unchanged

Montreal.

EGGS.—No change is reported in the price of eggs this week. The supply is very fair and the price quoted last week remains firm. The prevailing price is 54 cents per dozen.

Cheese Market Strong

Montreal.

CHEESE.—The cheese market is unchanged this week but the prices quoted are very strong. In some cases the price of old cheese varies from 34 to 36 cents per pound.

Grass Butter One Cent Up

Montreal.

BUTTER.—There is a higher price quoted on butter this week. The storage butter is very nearly off the market and the price on grass butter is one cent higher.

BUTTER—		
Creamery prints, qual., new	....	0 57
Do., solids, quality, new	....	0 56
Dairy, in tubs, choice	....	0 50
Dairy, prints	....	0 51

Poultry Market Quiet

Montreal

POULTRY.—The poultry market remains very quiet with only small offerings, a small demand and steady prices.

Higher Prices on Halibut

Montreal.

FRESH FISH.—Bad weather and congested traffic has been the cause of a shortage of halibut this week. As a result the price has advanced one cent a pound. Salmon is a little cheaper this week and the tendency is for even lower prices before the week is through. Haddock and cod are in good supply. Trout and white fish are in poor supply but doree and pike are in very good supply

FRESH FISH		
Haddock	....	0 07
Steak cod	.	0 10
Market cod	....	0 06
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad, roes, lb.	....	0 40
Do., bucks, lb.	....	0 30
Gaspe salmon	....	0 40
Halibut	....	0 23
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, each	....	0 40
Fresh Herrings, each	....	0 03

FROZEN FISH			
Halibut, large and chicken	....		0 16
Halibut, Western, medium	....		0 23
Haddock	0 07		0 08
Mackerel	0 15		0 16
Doree	....		0 17
Smelts, No. 1, per lb.	0 17		0 18
Smelts, extra large	....		0 25
Smelts (small)	0 09		0 10
Pike, headless and dressed	....		0 12
Market Cod	0 06		0 06½
Whitefish, small	0 12		0 13
Sea Herrings	0 06		0 07
Steak Cod	0 08½		0 09
Salmon, Cohoes, round	0 19		0 20
Salmon, Qualla, hd. and dd.	....		0 12
Whitefish	0 15		0 16
Lake Trout	0 19		0 20
Lake Herrings	....		0 06
B.C. Red Salmon	....		0 19

SALTED FISH		
Codfish—		
Large bbls., 200 lbs.	....	16 50
No. 1, medium, bbl., 200 lbs.	....	15 00
No. 2, 200-lb. bbl.	....	14 00
Strip boneless (30-lb. boxes), lb.	....	0 18
Boneless (24 1-lb. cartons), lb.	....	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	....	0 16
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	....	15 00
Skinless, 100-lb. boxes	....	16 50
Pollock, No. 1, 200-lb. barrel	....	13 00
Boneless cod (2-lb.)	....	0 18

SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

ONTARIO MARKETS

TORONTO, June 18.—The produce and provision markets show very few feature changes. Live hogs are slightly easier. Hams and back bacon are reported in scant supply. Butter prices are firmer. The cheese market is quiet. Lard is steady. Shortening is down one cent per pound. Whitefish is up two cents per pound. Trout also up one cent. Fowl is cheaper.

Live Hogs Are Easier

Toronto.

FRESH MEATS.—There are few changes in the market for fresh meats. Live hogs are easier. Prices on fresh cuts are steady this week. Spring lamb is arriving freely and quoted at $10.00 to $12.00 each.

Cooked Meats Moving

Toronto.

COOKED MEATS.—All lines of cooked meats are moving freely and with the exception of hams are in ample supply. Hams are in scant supply, and some packers are experiencing difficulty in meeting demands.

Hams and Bacon Scarce

Toronto.

PROVISIONS.—There is a scarcity of hams and back bacon noted this week, due to the extra demand for these lines at this season. Barrel meats are steady. Quotations are unchanged.

Hams—		
Medium	0 43	0 45
Large, 20 to 25 lbs. each, lb.	....	0 41½
Heavy, 25 lbs. upwards, lb.	....	0 33½
Backs—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 29½
Fat backs, 10 to 12 lbs.	....	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	50 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:—		
Heavy	....	....
Lightweight	....	62 00

Above prices subject to daily fluctuations of the market.

Butter Prices Firmer

Toronto.

BUTTER.—The butter market is slightly firmer due to the demand for June butter for storage purposes. Fresh creamery butter is quoted at 56 to 58 cents per pound.

BUTTER—		
Creamery prints	0 56	0 58
Dairy prints, fresh, lb.	0 51	0 53
Dairy prints, No. 1, lb.	0 50	0 51

Cheese Market Quiet

Toronto.

CHEESE.—There is little of interest to report in this market. The demand is normal and quotations are steady.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 32	0 33
Stilton	0 34	0 35
Twins, 1c higher than large cheese.		Triplets 1½c higher than large cheese.

Egg Market Firmer

Toronto.

EGGS.—There is a firmer tone to the egg market. Eggs are now being graded by the dealers. Fresh selects are quoted to the trade at 54 cents per dozen. Ordinary fresh are quoted at 53 cents.

EGGS—		
Fresh, selects	....	0 54
Fresh	....	0 53
Fresh selects in cartons	....	0 56

Prices shown are subject to daily fluctuations of the market.

Lard is Unchanged

Toronto.

LARD.—The lard market is steady with prices unchanged.

Margarine Prices Hold

Toronto.

MARGARINE.—There is little of a feature to note in this market. The demand is quiet, and prices are unchanged.

Shortening Down One Cent

Toronto.

SHORTENING.—This market is fairly quiet with lower prices quoted. One pound prints are quoted at 28 to 29 cents per pound. Tierces are quoted at 26½ cents per pound.

SHORTENING—		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.	0 26½	0 27

Whitefish Up 2 Cents

Toronto.

FISH.—There are good supplies of fresh fish arriving. Whitefish is up 2 to 3 cents per pound, quotations are now 18 to 19 cents per pound. Trout is also up one cent. Fresh mackerel is quoted at 12 to 13 cents per pound. There is still frozen and smoked fish arriving, but the demand is light.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.	....	..
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do. ,medium	0 23	0 24
Fresh Whitefish	0 18	0 -9
Fresh Herring	....	..
Flounders, lb.	0 09	0 10
Fresh Trout, lb.	0 16	0 17
Fresh Mackerel	0 12	0 13
FROZEN FISH		
Halibut, chicken	0 16	0 17
Do., Qualla	....	0 09½
Flounders	....	0 08½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 18
Kippers, box	....	2 40

Fowl Has Declined

Toronto.

POULTRY.—Supplies of poultry are rather scant. Prices on fowl have declined 3 to 7 cents per pound. The demand is quiet.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	0 35	0 40
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 32	0 32
Fowl, 4 to 5 lbs.	0 28	0 28
Fowl, under 4 lbs.	0 26	0 26
Ducklings	0 40	....
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 55	0 65

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

WINNIPEG MARKETS

WINNIPEG, June 18—The hog market took a decided drop during the week. Butter has firmed up, while the cheese market is very steady. Eggs have shown a decline during the week. Lard and shortening are just a little higher.

Hams, bacon and cooked meats are in good demand. Fresh fish is arriving freely.

Hogs Have Declined

Winnipeg.

FRESH MEATS.—The hog market took a drop of $3.50 this week and selects are now selling at prices quoted below:

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacon remain steady. There is a good demand noted

CURED MEATS		
HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 60½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Cottage rolls, boneless	....	0 41½

Eggs Are Weaker

Winnipeg.

EGGS.—The egg market is considerably weaker and quotations are lower. Selects are 49 cents per dozen and candled are 44 cents per dozen.

Lard Slightly Higher

Winnipeg.

LARD.—Lard has advanced a fraction of a cent. Pure lard in tierces is now quoted at 30 cents per pound.

Butter Market is Firmer

Winnipeg.

BUTTER.—There is a firmer tone to the butter market. Quotations are as follows:

Dairy butter, best table grade	....	0 50
Creamery, best table grade	....	0 59
Margarine	0 37	0 39

Cheese Hold Steady

Winnipeg.

CHEESE.—There has been practically no change in the cheese market this week. Prices are steady

CHEESE—		
Ontario, large, per lb.	....	0 31
Do., twins, per lb.	....	0 31½
Manitoba, large, per lb.	....	0 29
Do., twins, per lb.	....	0 31

Cooked Meats Active

Winnipeg.

COOKED MEATS.—There is an active demand for cooked meats. Prices are unchanged.

COOKED MEATS—		
Ham, boiled, per lb.	0 65½	0 67½
Do., roast	....	0 67½
Jellied ox tongues	....	0 68

Fresh Fish in Demand

Winnipeg.

FISH.—Large quantities of fresh fish are arriving and a good business is reported.

FRESH FISH		
Fresh Whitefish, per lb.	....	0 16
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 15
Fresh Lake Superior White Fish	....	0 22
Fresh Trout	....	0 22

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

A REAL TREAT

During these hot days there is no greater treat, than sitting down to a "Cold Luncheon," in preference to a steaming hot dinner.

The Housewife realizes this, and is therefore looking for the store in her neighborhood that has a "Cold Luncheon" counter.

Will she find one in your store?

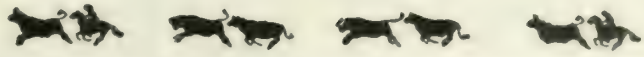
Davies' Cooked and Jellied Meats are just the "ready to serve" products the Housewife is looking for. You can't offer her a more appropriate line of Summer Season's delicacies.

Send in an order to-day.

Davies' Pork Tongue	Davies' Roast Pork
Davies' Jellied Hocks	Davies' Pork and Tongue
Davies' Ox Tongue	Davies' Jellied Pork
Davies' Headcheese	Davies' Cooked Pressed Pork

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO - MONTREAL



SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
SIFTO
FINE SALT
CENTURY
TABLE SALT
THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO
CENTURY
SALT BEST
FOR GENERAL
USE
If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent you
DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hailton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.

Strawberry	$5 15
Currant, Black	5 05
Pear	4 40
Peach	4 40
Plum	4 20
Apricot	4 50
Cherry	4 85
Gooseberry	4 50

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Screw Top, 2 2 doz. in case	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 95
2's Tin, 2 doz. per case	6 15
4's Tin, 12 pails in crate, per pail	1 00
5's Tin, 8 pails in crate, per crate	1 25
7's Tin or Wood, 6 pails in crate	1 74
30's Tin or Wood, one pail in crate, per lb.	0 24

PORK AND BEANS "DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 85
Family, Plain, $1.75 doz.: Family Tomato Sauce, $1.95 doz.: Family Chili Sauce, $1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 80
12 oz., Aylmer Quality	2 55
	Per jug
Gallon jugs, Aylmer Quality	$1.65
	Per doz.
Pints, Delhi Epicure	$2.75
½-Pints, Red Seal	1 25
Pints, Red Seal	1 90
Qts., Red Seal	2.40
Gallons, Red Seal	6.45

BORDEN MILK CO., LTD.,

180 St. Paul St. West.
Montreal, Can.

CONDENSED MILK

Terms Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	$7 40
Jersey Brand, Hotel, each 48 cans	7 40
St. Charles Brand, toll, each 48 cans	7 50
Jersey Brand, tall, each 48 cans	7 50
Peerless Brand, tall, each 48 cans	7 50
St. Charles Brand, Family, 48 cans	6 50
Jersey Brand, Family, each 48 cans	6 50
Peerless Brand, Family, each 48 cans	6 50
St. Charles Brand, small, each 48 cans	3 45
Jersey Brand, small, each 48 cans	3 45
Peerless Brand, small, each 48 cans	3 45

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 50
Reindeer Brand, small, each 48 cans	7 50
Cocoa, Reinder Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. B. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal. Packages, 28-oz., 2 doz. to case, per case	$6 00
98-lb. jute bags, per bag	8 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	8 50

HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼-lb.	.....
D.S.F., ½-lb.	.....
D.S.F., 1 lb.	.....
F.D., ¼-lb.	.....
	Per jar
Durham, 1-lb. jar, each	.....
Durham, 4-lb. jar, each	.....

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12.60
16 oz. tins, 2 dozen per case	11.50
10 lb. tins, 6 tins per case	25.00

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	
40-lb,, Canada Laundry	$0 12¼
100-lb. kegs, No. 1 white	0 12¾
200-lb. bbls., No. 1 white	0 12¾
40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 14¼
40 lbs., Benson's Enamel, (cold water), per case	4 80
Celluloid, 45 cartons, case	5 20
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 14
40 lbs. Canada Pure or Challenge Corn	0 13
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16

(20-lb. boxes, ¼c higher, except potato flour.)

RAISINS

Just as we suggested to you a few weeks back Raisins have made a considerable advance, caused by the extraordinary demand from the United States, where they do not seem to be able to get enough for their requirements.

It now looks like an absolute clean up of stocks before the coming crop can be available for the market.

Under these circumstances you who have not already covered for your trade, for the balance of the season, had better do it now—before all stocks are exhausted. We offer:

Griffin Fancy Seeded	15 oz.	.26
Griffin Choice Seeded	15 oz.	.25
Sunmaid Seeded	15 oz.	.26
Griffin Seedless	15 oz.	.29
Griffin Seedless	11 oz.	.24
Thompson Seedless	25s	.27½
California Sultanas	25s	.26½
Soda Bleached Thompsons	25s	.27½
California Valencias	25s	.24½
1 Crown Muscatels	25s	.26
Fine Cleaned Smyrna Sultanas	30s	.24½
Choice Cleaned Smyrna Sultanas	30s	.25½

Send us an order, before it's too late.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

H.A. COOKED MEATS
Will Boost Your Summer Sales

H·A BRAND

You will get the most out of this big summer selling season both in profits and customer satisfaction if you feature your stock of *H. A. Brand tempting cooked meats* and suggest them to your customers both over the phone and in your store.

Look over your cooked meats to-day and let us send you a sample order.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57 57

Something New in Appetizers

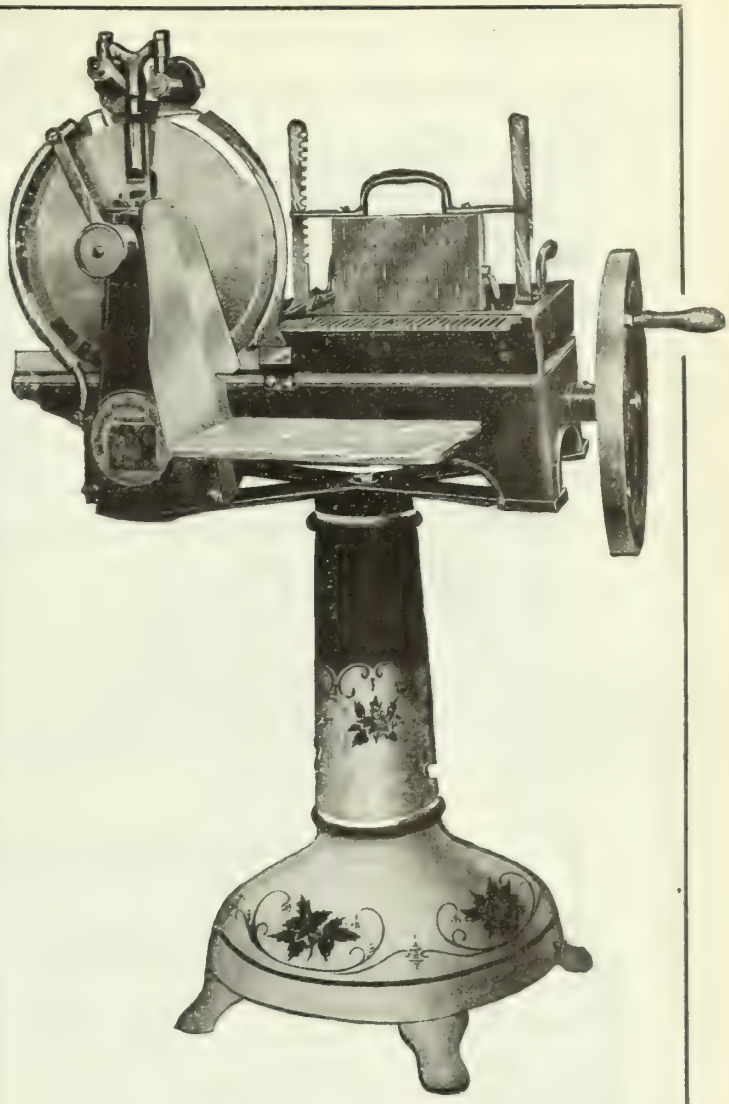
Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



The Perfect Mechanism

of the Brantford Slicer is one of the important features that make it one of the most accurate and quick-cutting slicers. This excellent machine will be appreciated by, and also give entire satisfaction to the most particular merchant.

Write for illustrated catalogue.

The Brantford Computing Scale Co.
LIMITED

Brantford, Canada

Offices and showrooms in the larger centres

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

APROL

SELLING IDEA NO. 6

Show a Pan of Fresh Made Biscuits

Have your Customer taste them

This is the kind of business that creates sales

You can make big sales and big profits

Be sure you keep all sizes of APROL

APROL is advertised in all leading papers in Canada

Order from Your Jobber

W. J. BUSH & CO.,
CANADA, LIMITED
NATIONAL CITY, CALIFORNIA
MONTREAL TORONTO

The "Pink of Perfection"

CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association
Vancouver, B.C.

Scotch Snack Idea No. 5

American Tourists

will buy Scotch Snack by the case. Be sure you have Scotch Snack well displayed. Tourists are very fond of fish foods. Sell Scotch Snack. Tell them how delicious Scotch Snack is for making salads, sandwiches, croquettes, etc. Be sure your stock is complete with all sizes.

Watch for next week's advertisement.

ARGYLL BUTE REG., Montreal, Que.

Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents:

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

A BEVERAGE IN DEMAND

FOR SUMMER WEATHER

Easily Obtained

Easily Packed for the

Remember It for Holiday Order

Easily Sold

Country Cottage or Camp

Stock It for the City Trade

PACKED IN PINTS AND SPLITS

CIE. CANADIENNE D'IMPORTATIONS

P. DAOUST, SELLING AGENT—OFFICE 140 ST. CATHERINE ST. EAST, MONTREAL

For Repeat Orders

—Grocers will find it profitable to stock Brodie's XXX Self-Raising Flour. Its reputation for pure and wholesome quality keeps it in constant de mand by the most discriminating housewives.

Make your next flour order Brodie's. You'll find it an active seller.

Brodie & Harvie, Limited

Bleury Street, Montreal

—Speed up your Summer sales with

CHICKEN

(LILY BRAND)

HADDIES

REGISTERED

The Popular Summer Sea Food That Means Good Profits For You

The Maritime Fish Corporation

General Office : Montreal

Order from your wholesaler.

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

LANKA—Meaning *Ceylon*

The origin of the name LANKA is most interesting and so appropriate that it justifies explanation of its source.

We found it in a history of ancient India. It is the medieval name for the Island of Ceylon — the name used in a quaint folk-lore poem called the "Ramayana"— translated from the Sanskrit.

Thus we adopted LANKA for the new brand of tea from Ceylon's hill gardens — the tea which gives your customers the best that British growers can produce.

They will thank you for bringing it to their notice — for recommending this exquisite blend of Ceylon's finest growth.

Display This Handsome Package

WM. BRAID & CO.
Vancouver, Canada
Packers of the Famous Braid's Best Tea and Coffee
Agents for Ontario
S. H. MOORE & COMPANY, Toronto

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

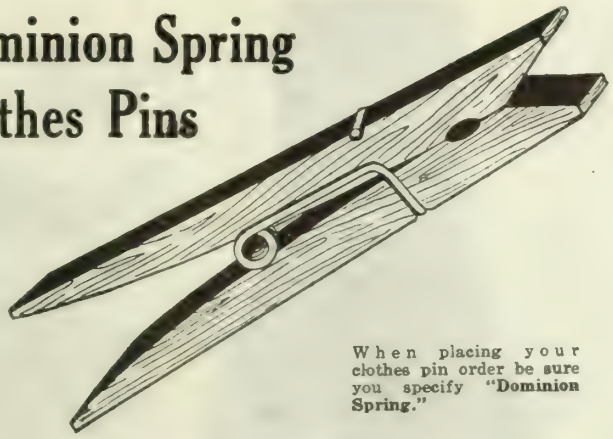
The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

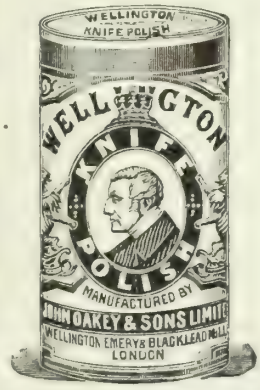
Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cuttery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

"MELLOW"
TRADE MARK
FOOD PRODUCTS

A New Lemon Pie Filler

Enough in each can to make 4 delicious pies.

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Products Co., "Regd"
146 Garnier St., MONTREAL

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Cane's Washboards

Built to last a lifetime

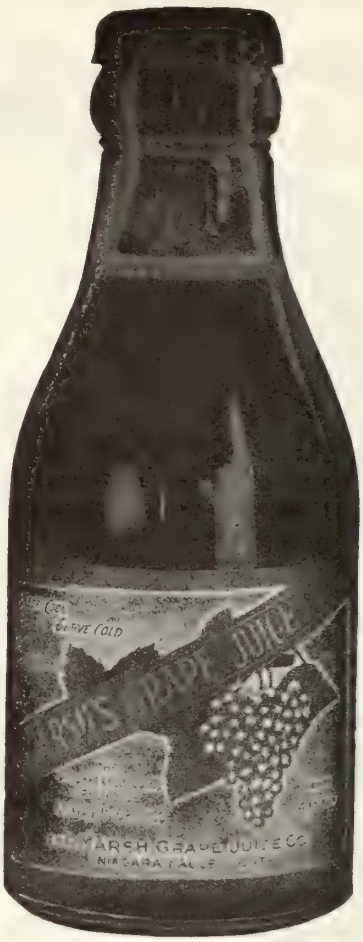
Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

Wm. Cane & Sons Co.
Limited
NEWMARKET, ONTARIO



Still Popular

—on the market is this delicious **Grape Juice**. Its high standard of quality keeps its reputation solid.

Your customers' immediate needs can be satisfied by having a stock of Marsh's Grape Juice for their selection.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec & Maritime Provinces

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

Twines

Counter, Express

and Factory, in

Cotton, Jute, Hemp

Walter Woods & Co.
Hamilton and Winnipeg

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

REGARDING PLACING GASOLINE STREET TANK

Could you inform me what depth the law demands a gasoline street tank to be below the surface, in villages where there is no municipal by-law governing same?—Mr. J. W. Troyer, Magnetawan, Ont.

Answer.—We find from the S. F. Bowser Co., Ltd., this should be 30 inches deep.

BOARD OF COMMERCE MONTHLY REPORT

Am I obliged to fill out the monthly report demanded by the Board of Commerce?—P. J. Girard, Richmond, Que.

Answer.—According to the Board of Commerce the report must be filled out, but the Retail Merchants' Association say it is not compulsory as grocers are not licensed by the Government. Many retailers are not filling it out.

MARKET FOR COCOA BEANS

A party in Grenada, B.W.I., would like to know where in Canada he can find a market for from 300 to 1,000 bags of cocoa beans of 200 lbs. each.—Mr. J. W. Sangster, Sackville, N.B.

Answer.—The following grocery brokers might be written: Wallace Anderson, Goderich Building, Toronto, Ont.; Geo. Stanway & Co., 43 Scott Street, Toronto, Ont.

DOROBUNTAL CIGARETTE PAPER

Kindly advise us from whom we may purchase Dorobuntal Cigarette Paper at jobbers' prices?—Wood & McConnell Ltd., Sydney, N.S.

Answer.—Dorobuntal Cigarette Paper at jobbers' prices may be purchased from B. B. B. Co., Canada, Ltd., 64 Wellington St. W., Toronto, Ont.

REPORT FROM BOARD OF COMMERCE

Re report we are requested to make to Board of Commerce, Ottawa, monthly, is this absolutely compulsory?

Answer.—See answer above.

CONFECTIONERY MANUFACTURERS

Please give names of confectionery manufacturers in Canada.—Joyce & Co., Ltd., 307 St. James St., Montreal, Que.

Answer.—List has been mailed.

DOES ANY READER KNOW?

Could you tell me what creamery makes the York Club creamery prints of butter and where are the creameries?—G. H. B., Bloor St. W., Toronto.

GRIDS FOR PANCAKE

Can you advise us where in United States or Canada we can buy soap-stone grids for baking pancakes? We would appreciate this information.—Teco Co., Ltd, Belleville, Ont.

Answer.—We would refer you to the Hamilton Facing Mills Co., Hamilton, Ont., and Phoenix Soapstone Co., Arlington, Nelson County, Virginia, U.S.A.

"WEAR EVER" ALUMINUM

Is the Northern Aluminum Co., Ltd., whose trade-mark is "Wear Ever," the same company whose goods were on the market about eight years ago under the trade mark with the letters T. A. C. U. Co. where N. A. Co. list is now? Where can one find information re aluminum and its purity?—W. Green & Son, West Flamboro, Ont.

Answer.—Regarding "Wear Ever" aluminum, T. A. C. U. Co. stands for "The Aluminum Cookery Utensil Co., of New Kensington, Pa. N. A. Co., Ltd., stands for Northern Aluminum Co., Ltd., of Toronto, Ont., which is a subsidiary branch of above.

Information re purity of aluminum could be obtained from the above company of Toronto; Thomas Davidson Mfg. Co., Montreal; Samuel Benjamin, Toronto; The British Aluminum Co., Ltd., Toronto; the Aluminum Specialties Co., Ltd., Toronto; Merchants' Hardware Specialties Ltd., Calgary, Alta.; the Aluminum Ware Mfg. Co., Oakville; the British Aluminum Co., Toronto, Ont.

MANUFACTURERS OF CHEESE CUTTERS

Kindly inform us as to manufacturers of cheese cutters, the kind enclosed in counter display cases.—Subscriber.

Answer.—The following firms are manufacturers of cheese cutters: Dayton Scale Co., Toronto, with branches in principal cities; Brantford Computing Scale Co., Brantford, Ont.; Computing Cheese Cutter Co., Windsor, Ont.; Hobart Mfg. Co., Toronto, Ont.; W. A. Freeman & Co., Hamilton, Ont.

TAX COLLECTIONS

Is it necessary for retailers to collect tax on goods that were in stock previous to May 19th?—Subscriber.

Answer—The grocer does not collect any tax whatever. The goods he buys that are taxable cost that much more and he must get more from his customers.

EGG CARRIERS

We want to purchase egg carriers, one to two dozen size, and would be obliged if you could mail us the address of some reliable maker.—The Exploits Valley Royal Stores, Ltd., Grand Falls, Newfoundland.

Answer—Walter Woods Co., Hamilton, Ont.; Trent Mfg. Co., Trenton, Ont.; Wm. Cane & Sons, Newmarket, Ont.; Miller Bros., 20-28 Dowd St., Montreal, Que.; Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.; A. B. Scott, Niagara Falls, Ont.

WAGON MANUFACTURERS

Please give me information of wagon manufacturers.—Wm. J. Dagenair, North Cobalt, Ont.

Answer—(Delivery Automobile) Canada Cycle & Motor Co., Ltd., Toronto, Ont.; Dominion Motors Ltd., Walkerville, Ont.; Ford Motor Co. of Canada, Ltd., Walkerville, Ont.; McLaughlin Motor Car Co., Oshawa, Ont.

(Light Delivery, Spring, Baggage, etc.) Adams Wagon Co., Brantford, Ont.; Bain Wagon Co., Woodstock, Ont.; Barrie Carriage Co., Barrie, Ont.; Brantford Carriage Co., Brantford, Ont.; Tudhope Carriage Co., Orillia, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

Dominion Brand

PORK AND BEANS

Delicious - Appetizing - Nourishing - Thoroughly Cooked

With
TOMATO SAUCE
CHILI SAUCE
AND PLAIN

EIGHT SIZES—
A SIZE TO SUIT
EVERY CUSTOMER

Suggest them to your customers for lunches during the hot weather DISPLAY THEM

DOMINION CANNERS LIMITED, HAMILTON, ONT.

In Constant Demand

YOU can never be overstocked with O'Keefe's Imperial Brews and Soft Drinks. A constant demand especially in Summer quickly clears out your supply. You are certain of good profits when you feature

O'Keefe's

IMPERIAL ALE, LAGER AND STOUT

as well as our sparkling refreshing soft drinks, such as O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Lemonade, etc.

O'Keefe's beverages meet the Summer need for something cooling and snappy, of guaranteed purity and quality. All Orders assured prompt delivery.

O'KEEFE'S - TORONTO

PHONE MAIN 4202

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 42 Silvester-Willson Bldg.	Bowring Bros. & Co.	J.W. Gorham & Co.

THE Baking Soda that is known from Coast to Coast and is famed for its strength and purity.

Stock up with Cow Brand and keep it well displayed. Its incomparable quality reputation sells it without any sales effort.

Cheapest Because Best!

Church & Dwight, Limited

MONTREAL

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 20
Do., 3 lbs.	3 15
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 05
Crescent Self-Raising Flour, 6 lb.	6 10
Do., 3 lb.	3 10
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 80
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg. doz.	1.50

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph ***Established 1861*** **Ontario**

CANTELOUPES

Car lots arriving
now from California.

PRICES REASONABLE

Also fresh cars of

VERDILLA LEMONS

WHITE & CO.,

Church & Front Sts., TORONTO, Ont.

Satisfied Customers

are a big trade asset and wise grocers try to please.

Post Toasties

occupy a paramount place among corn flakes in any grocery stock because of their supreme quality.

Accordingly, you will find that in the most progressive stores, when the best brand of corn flakes is called for they hand out Post Toasties, because they are the best, and are sure to give satisfaction.

Sale Guaranteed

Made by Canadian Postum Cereal Co., Ltd., Windsor, Ont.

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.	A. S. May & Co.	Donald H. Bain Co.
Montreal	Toronto	Winnipeg

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER

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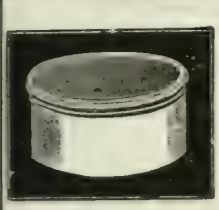


STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co., Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

Olivier's Cream Toffee
5 cent bars
O.K.—Almond—Cocoanut
The finest made
Brokers
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver
G. F. OLIVIER (the toffee man)
MEDICINE HAT

We are offering to Jam Manufacturers, Confectioners and Picklers, etc.
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

A GOOD TIME TO BUY ROLLED OATS

Manufacturers of rolled oats state that it is impossible to manufacture rolled oats at the present price of oats and sell at the prices now quoted by jobbers. The fact that business for this line is quiet and that jobbers are well stocked are the factors that are keeping down prices. Just as to how long this will last, will all depend on how some jobbers will have to re stock.

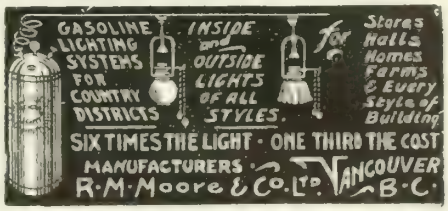
LEMONS ARE GOOD BUYING

With the arrival of the warm weather, there is sure to be an extra run on lemons and, as in previous summers, lemons can be expected to advance in price. Verdilli lemons for summer keeping are arriving freely and it looks like good buying at the present prices.

CLIMAX PAPER BALERS
ALL STEEL-F IRE PROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS
Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from
C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

BEANS
Handpicked or Screened
Ask for quotations
Geo. T. Mickle, Ridgetown, Ont.

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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

WANTED — POSITION BY EXPERIENCED groceryman, to take charge of grocery store or department. Regina or Prince Albert District preferred. Good buyer and salesman, highest references. J., Box 233, Outlook, Sask.

SITUATIONS VACANT

WANTED — GOOD CLERK IN GENERAL store; country; small town; single man if possible. Write M. Daneff, Grant, Ont., C.G.R.

FOR SALE

FOR SALE—GROCERY BUSINESS SITUATED in Oshawa, doing over $1,000 weekly. Stock and fixtures amount to $5,000. Best of reasons for selling. Toronto phone, Beach 1282, or apply Box 162, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—CORNER GROCERY BUSINESS and property across street from city boundary. Good paying business, good range of stock; county taxes. Owner retiring. Can vacate quickly. Apply Box 150, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about $15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

EXCEPTIONAL OPPORTUNITY TO PURchase first-class grocery and confectionery business, doing over $1,500 weekly. Corner store in good location. Will lease or sell buildings. Apply Owner, Box 160, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

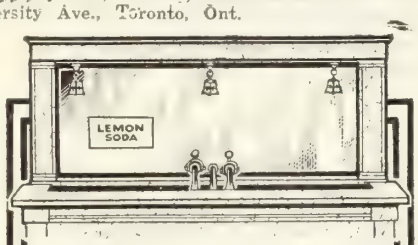
Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780



Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

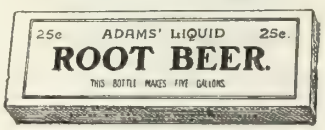
We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett

Souris — Manitoba

ARNETTIZE YOUR STORE



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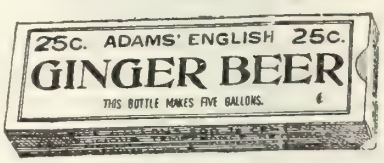

Make the Best Home Made SUMMER DRINKS

25c bottles make 5 gallons
15c bottles make 2 gallons

WHOLESALE PRICES

25c sizes $2.10 per dozen, $24 per gross
15c sizes $1.20 per dozen, $14 per gross

Manufactured and for Sale by

PARKE & PARKE, LIMITED

MacNab St. & Market Sq., Hamilton, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency

Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

½ Actual Size.

Best Goods
are
Best Sellers

McCormick's
Jersey Cream Sodas

are the Best, because—

First: We use the most exacting discrimination in our selection of baking materials.

Second: Jersey Creams are made under hygienic conditions. Our patrons are invited to inspect our factory where cleanliness is our watchword, and where daylight penetrates to every corner.

Third: Jersey Creams are packed in sealed packages. This preserves their original crispness and freshness. This is why McCormick's Jersey Creams are delightfully fresh, and deliciously good.

These are the goods that give you a quick turnover.

The McCormick Mfg. Company, Limited, London, Can.

Branches; Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.

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BEFORE YOUR WAITING LINE HAS FADED

BUY "THAT OTHER DAYTON"

Waste your own time in your own way, Mr. Merchant—and that of your clerks—but why expect your customers, if they have any to lose, to waste it in *YOUR* way, too? Miss Nineteen Twenty, perhaps, cannot afford to stand indefinitely at the end of one waiting line while your clerks hover helpless in another, with service at a standstill. All because of your neglect to provide the additional equipment which means the difference between dwindling sales and growing trade.

MADE IN CANADA

ELIMINATE THE WAITING LINE

DAYTONS PLACED AT CONVENIENT POINTS IN YOUR STORE HELP YOU TO SATISFY CUSTOMERS, SAVE TIME AND LABOR.

IF IT'S A DAYTON IT'S RIGHT

THE VITAL QUESTION IS NOT : "WHAT DOES IT COST?" BUT "WHAT DOES IT COST TO BE WITHOUT IT?"

Catalogue and data on request

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 6m Mercer Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, [illegible]; HAMILTON, 17 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 821 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10113 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

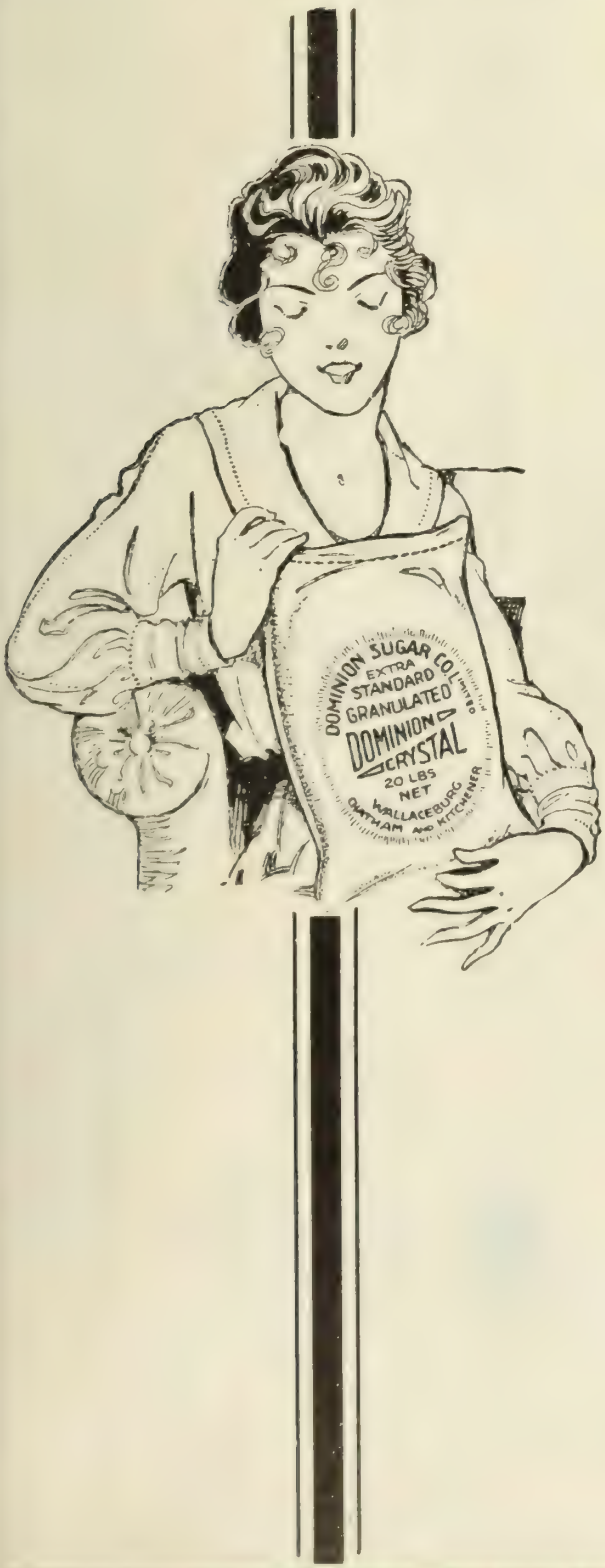
TRADE MARK AND RETAIL SALESMEN'S ISSUE

CANADIAN GROCER

Members of the Associated Business Papers--Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE : TORONTO, JUNE 25, 1920 No. 26



EVIDENCE—

may be found in thousands of Canadian homes that the sugar which housewives depend upon for absolute purity and uniform granulation is

DOMINION CRYSTAL SUGAR

Every pure sparkling crystal of Dominion Crystal Sugar is **"packed"** with the concentrated sweetness of the Canadian Sugar Beet. We do import the finest raw cane sugar and refine it—but our pride is in the product we make from Canadian Sugar beets.

Our process of refining extracts the abundant, rich, sweetness from the sugar beet and delivers it to particular homes in the form of sparkling snow-white crystals.

The grocer who sells Dominion Crystal Sugar—sells satisfaction with every order.

DOMINION SUGAR COMPANY, LIMITED

Head Office: Chatham, Ontario

Refineries at Wallaceburg, Kitchener and Chatham

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

A QUICK SELLER — WELL RECOMMENDED

Aladdin Dye Soap is a pure soap made in 15 fashionable colors — all fast. Will not stain the hands or bowl. Do not need to boil, simply wash in ordinary way — anything that can be washed can be dyed with Aladdin.

Aladdin Dye Soap is offered by the makers of O-Cedar Products. Pays you a good profit, sells for 15c a cake. Costs $14.40 per gross. Order from your wholesaler.

Aladdin Dye Soap

Cleans As It Polishes

O-Cedar Polish

FOR ALL WOODS AND ALL FINISHES

ORDER FROM YOUR JOBBER.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO
DISTRIBUTORS FOR ALADDIN

CANADIAN GROCER, published every Friday. Yearly subscription price $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Solving Your Customers' Summer Milk Problems

Borden's Milk Products offer a most delightful and economical solution to the warm weather sour milk problem, and your customers will appreciate your suggestion if you tell them how they absolutely prevent waste and enable housewives, picnickers, campers, and summer cottagers to have a fresh supply of pure, palatable, rich creamy milk always on hand.

If you would get the most of this big profitable *Borden selling season* you should keep your Borden stocks well displayed, and suggest their convenience *to every customer.*

The Borden Co., Limited

Montreal

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

DELICIOUS FLAVOR

COOKED JUST RIGHT

Tell your customers, what an excellent, light summer dish this is and that five minutes heating makes it "Ready to Serve."

A READY SELLER---WELL WORTH PUSHING
MADE IN CANADA---BY CANADIANS

W. CLARK LIMITED, MONTREAL

COCOA BEANS

Prompt deliveries corresponding exactly to description.

Economical and reliable service based upon recognized potentiality.

Preferential advantages due to our wide-flung organization.

Prices always on or under the market.

Exceptionally large and varied selections.

J. ARON & COMPANY, Inc.
NEW YORK

We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request:

NICHOLSON-RANKIN, LTD., Winnipeg, Man.
NICHOLSON-RANKIN, LTD., Saskatoon.
NICHOLSON-RANKIN, LTD., Regina.
NICHOLSON-RANKIN, LTD., Edmonton, Alta.
NICHOLSON-RANKIN, LTD., Calgary, Alberta.

ALEX. F. TYTLER, London, Ont.
J. T. PRICE & CO., Hamilton, Ont.
LIND BROKERAGE CO., LTD., Toronto, Ont.
JAMES KYD, Ottawa, Ont.
HENRY M. WYLIE, Halifax, N. S.

HUGHES TRADING CO OF CANADA, LTD., Montreal, Que.
DASTOUS & CO., REG., Sherbrooke, Que.
SCHOFIELD & BEER, St. John, N. B.
O. N. MANN, Sydney, N. S.
A. T. CLEGHORN, Vancouver, B.C.

Stuart's Pure Jams

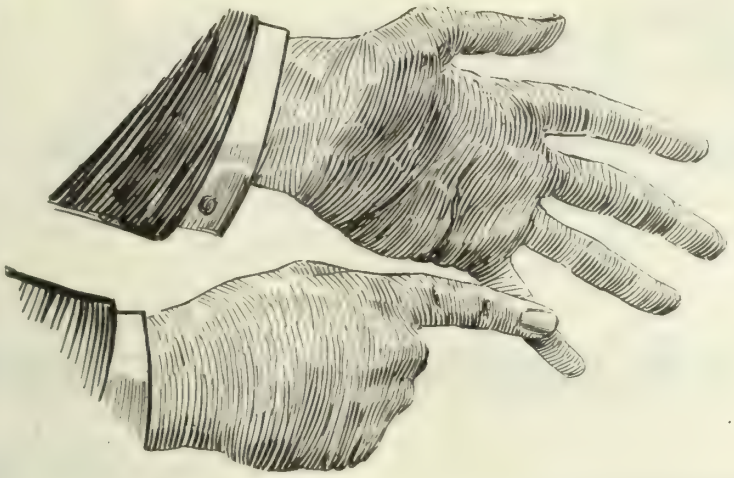
This label stands for good Jams and Marmalades

– a fact that every clerk who is anxious to please his customers, should remember. When filling a jam or marmalade order, you cannot go wrong in sending Stuart's—then you'll be *certain* of that customer-satisfaction that every clerk should strive for.

Stuart's Jams possess a most pleasing flavor and their excellent quality never changes—the big reason why the above label on jams, marmalades and jellies means so much to Canadian merchants.

STUART LIMITED

SARNIA, ONT.



Five Points every clerk should know about

Royal Salad Dressing

1st For thirty-seven years the **Royal label** has graced the tables of Canada's finest homes and has proven its leadership to thousands of Canadian Grocers.

2nd The Royal label stands for absolute purity and guaranteed quality.

3rd The big season for cold meats, salads and picnics now commencing means a great increase in Salad Dressing Sales and the way to get the most out of this big selling is by featuring your stock of **Royal Brand** in all your display.

4th Customers seldom make their own salad dressing after using **Royal Brand.**

5th Every sale you make will bring your employer a good substantial profit and steady repeats. His success is yours also.

THE HORTON-CATO MFG. CO.

Windsor - Ontario

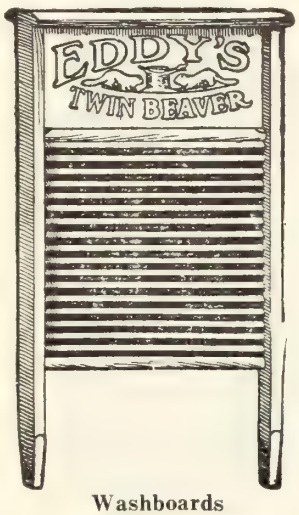
"From the Tree to the Trade"

EDDY

ESTABLISHED A.D. 1851.

The Trade Mark of The World's Finest Wood Products

Celebrated Paper and



Washboards

Eddy's Silent 5 Matches

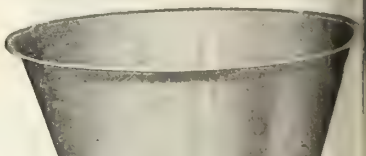
Clear, straightgrained, wax dipped, chemically self-extinguishing matches with no after glow. They ignite instantly with clear strong flame, are Government inspected and made from the finest Canadian White Pine from our own timber limits.

There are from 30 to 40 brands of Eddy Matches.

Sixty-nine Years ago E. B. Eddy began making matches in his little rented mill at Hull, Canada, travelling forth with horse and wagon to sell them. To-day in place of this little rented mill stands a mighty modern plant with a daily output that has steadily grown from 10 small cases to over 70,000,000 matches a day.

Wash-Tubs

Pails



Dish Pans

Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become pulp, paper, or matches, illustrating the Eddy motto

The E. B. Eddy Co., Limited

Hull, Canada

Lumber Jack's Log Cabins on E. B. Eddy's own Timber Limits

"From the Tree to the Trade"

EDDY

ESTABLISHED A.D. 1851.

THE E.B.EDDY COMPANY LIMITED
FOUNDED
HULL 1851 CANADA

The Trade Mark of The World's Finest Wood Products

ndurated Fibreware
latches

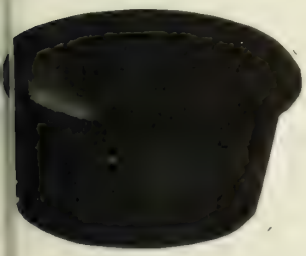
Eddy Matches, Woodenware, Paper Products and Indurated Fibreware are acknowledged by **everyone, everywhere** as the world's highest perfection in wood products.

Clerks should feature **Eddy Products** often in their displays because their high quality reputation will add prestige and confidence in other lines carried.

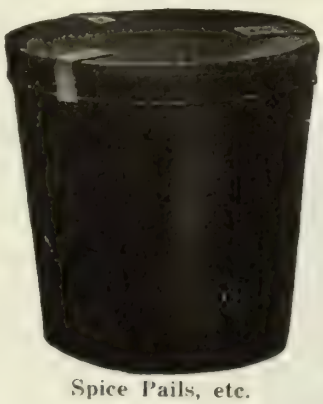
Your employer will appreciate a suggestion from you that you make up frequent Eddy Displays.

Barrel Covers

rite for illustrated catalgue fully and interestingly escribing all Eddy Products.



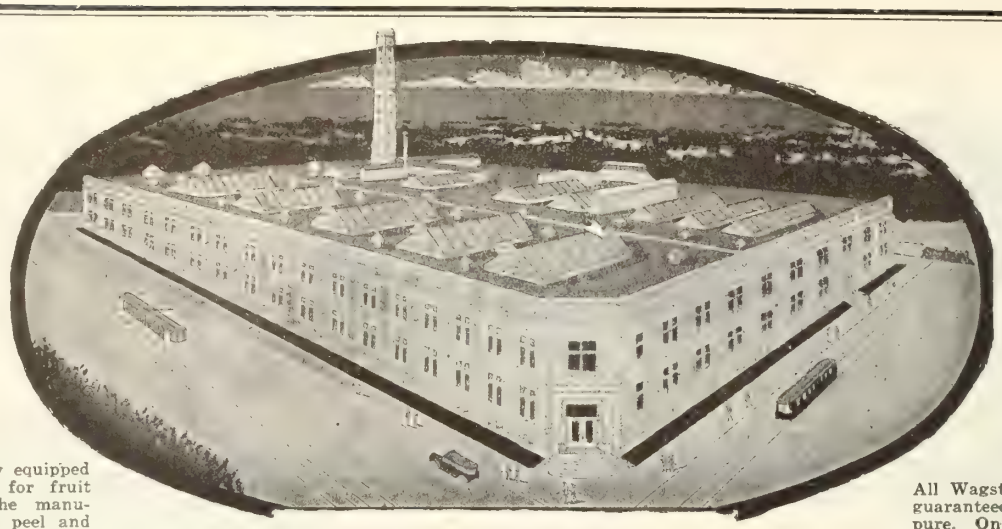
Cuspidors



Spice Pails, etc.

of the many large E. B. Eddy Plants—A Sulphite Mill.

THE HOME OF THE E. B. EDDY CO.'S GIANT SULPHITE PULP DIGESTER



The most modernly equipped plant in Canada, for fruit preserving and the manufacture of candied peel and crystallized fruits.

The Home of Wagstaffe's Jams

All Wagstaffe's products are guaranteed to be absolutely pure. Only the best of fruit and pure cane sugar is used.

"When you eat let it be the Best"

WAGSTAFFE'S

Pineapple Marmalade
Celebrated Bramble Jelly
Ginger Marmalade
ARE GREAT APPETIZERS

BOILED IN SILVER PANS

Ask Your Grocer for Them

WAGSTAFFE'S
Real Seville
Orange Marmalade

All Orange and Sugar—
No camouflage.
Boiled with care in Silver Pans.

ASK YOUR GROCER FOR IT.

Helping You Sell Wagstaffe's

Here are two of a series of Wagstaffe advertisements that are now running in every leading newspaper throughout Canada.

You, Mr. Grocer, if you would get the full benefit of this publicity, can best link up your store with this Wagstaffe campaign by keeping your stocks of Wagstaffe's incomparable Jams, Marmalades and Jellies well displayed.

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

CHARMS

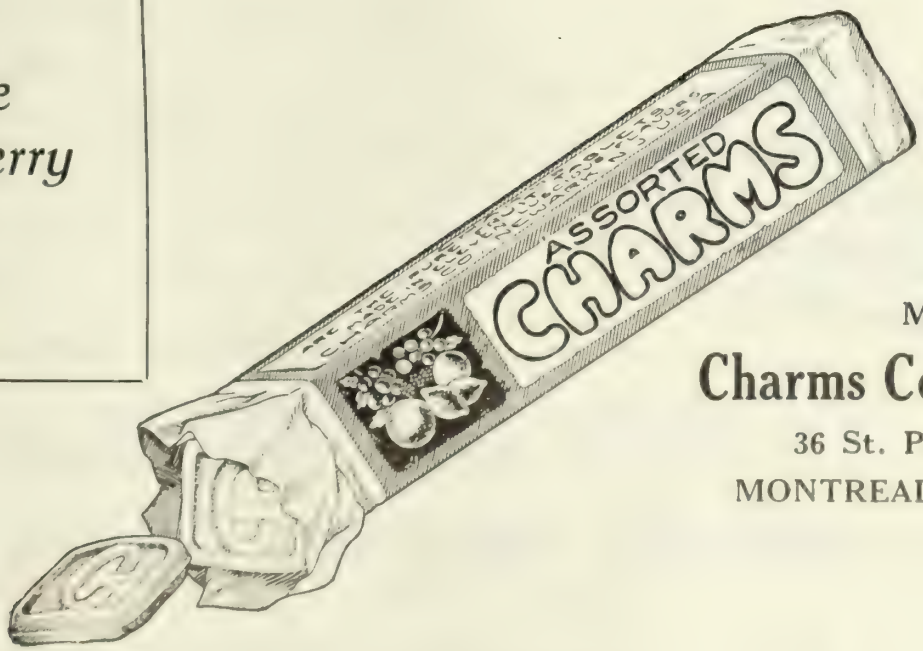
The Original Fruit Tablet in Package form

The sale of CHARMS is increasing daily, so rapidly, that it is almost beyond belief. CHARMS are now recognized as the greatest success in the candy world. Need we say any more?

Dealers all over Canada have been cashing in on CHARMS. Are you among them? If not, you are robbing yourself of rapid sales, large profits and an opportunity to attract new customers.

Don't waste a minute, write to-day for prices and other details

Lemon
Lime
Orange
Raspberry
Butter



Made By

Charms Company Ltd.,

36 St. Paul St. East

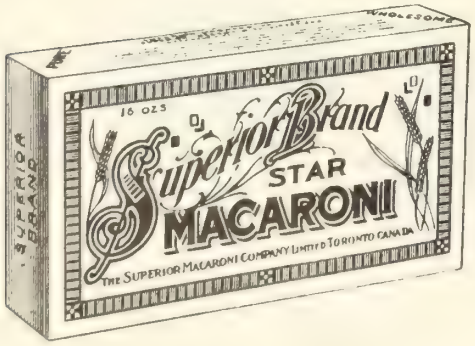
MONTREAL CANADA

Superior Brand Macaroni

THE above cut shows the fine, new factory where Superior Brand Macaroni is manufactured.

Superior Brand is all that its name implies, superior in flavor, superior in quality, superior in every way.

Now is the best time to feature macaroni, so, Mr. Grocer, glance over your stock and let us fill your requirements with Superior Brand—the macaroni that is really superior.



Selling Agents for Canada:

Sainsbury Bros.

Toronto

VANCOUVER, B.C. 134 Abbott St. | WINNIPEG, MAN. 510 Confederation Bldg. | MONTREAL 116 St. Nicholas Bldg. | HALIFAX 223 Hollis St.

The Superior Macaroni Co. Ltd.

Toronto, Ont.

ANNOUNCEMENT
of
INTEREST to the TRADE

WE have been appointed representatives for Grimble & Co., Ltd., Malt Vinegars, London, Eng., for Ontario, Quebec and Maritime Provinces.

We will be glad to quote on this quality vinegar. Let us know your wants.

MACLURE & LANGLEY, Ltd.
TORONTO AND MONTREAL

A Cigar Maker or Tire Manufacturer May Market Seconds

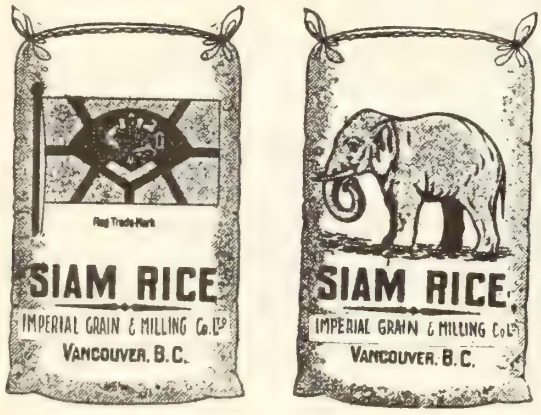
But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax., N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.
Importers and Exporters
VANCOUVER

TOMATO PASTE

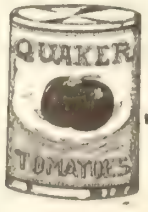
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - - - MONSREAL, QUE.

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocer's co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

Squirrel Brand PEANUT BUTTER

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

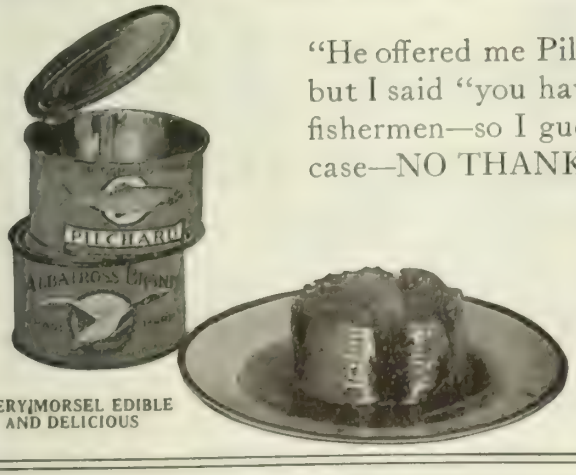
C. T. NELSON
Grocery Broker and Manufacturers' Agent
534 Yates Street, Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Calgary Storage & Cartage Co., Limited
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

B. M. Henderson Brokerage, Ltd.
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
SALES CONNECTIONS AT: Vancouver and Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg and Brandon, Man.; Toronto, Ont., and Montreal, Que.; Chicago and New York, U.S.A.
LET PRITTY PLACE YOUR GOODS ON THE MARKET. RESULTS 100% GUARANTEED



EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said "you have to pay the same for cases, and cans, and to the fishermen—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

Red Arrow Biscuits
are quite apparently the
Biggest Package for the Money
NATIONAL BISCUIT & CONFECTION CO., LIMITED, - VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

Why Not Build Up Your Trade in the West, by Appointing Us Your Agents?

MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

FRANK H. WILEY
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Dipping Sulphur
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
346 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

THE McLAY BROKERAGE CO
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Pushing your product to the front

We have every facility essential to the successful marketing of your product in the Western field—i. e., a chain of six large warehouses from Winnipeg to Vancouver, energetic, experienced staffs of salesmen, financial stability and the experience and knowledge required to place your goods to the front.

Let us show you

Head Office: WINNIPEG

Branches REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

G.W. EAST

Broker and Manufacturers' Agent
404 Chamber of Commerce Bldg., Winnipeg, Canada

Sole Agents in Canada for Bri-Cal Adding Machines, Phonopore Construction Co.

Also representing Compteurs Francois-Auriaus d'Exportation, Paris and London.

HERALD BROKERAGE CO.

Wholesale Commission Brokers and Manufacturers' Agents.

We give you the best of service.

617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

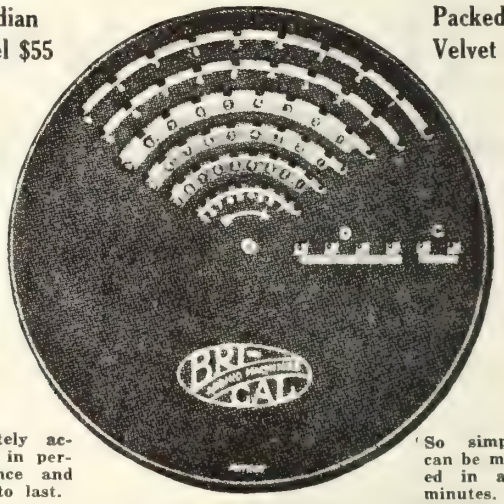
Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

The BRI-CAL ADDING MACHINE

Canadian Model $55

Packed in Velvet Case



Absolutely accurate in performance and made to last.

So simple it can be mastered in a few minutes.

BRI-CAL ADDING MACHINES are designed to add Coinages, Weights and Measures of every kind. They do their work thoroughly and well. With them it is easy to arrive at correct results more quickly than by mental effort. They do not get out of order, being accurately but simply made. They cost little—you can afford to provide one for each of your clerks.

Sole Agent For Canada

G. A. WEST

404 Chamber of Commerce Building, Winnipeg,

CANNED FOODS---HOW TO BUY---HOW TO SELL

Statistical and practical information about the Canning Industry. A practical book written by a practical man, for the use of other practical men.

Price $2.15

CANADIAN GROCER

THE MacLEAN PUBLISHING COMPANY, LIMITED 153 University Ave. TORONTO, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

CHADWICK & COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
CAN CREATE A DEMAND FOR YOUR GOODS THROUGH EFFICIENT METHODS OF REPRESENTATION

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

J. K. McLAUCHLAN
Manufacturers Agent and Grocery Broker
Kellogg's Toasted Corn Flakes (London, Ont).
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples and prices to:—

Spratt's Patent Limited
24-5 Fenchurch Street
E.C. 3, England

DOG MEAT FIBRINE CAKES

Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

When Writing to Advertisers Kindly Mention this Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

MANUFACTURERS
O. M. SOLMON
Importer--Exporter
Leaving for Europe July 3rd
An opportunity to establish your products on the European market
Write or wire immediately.
7 McGill College Ave. Montreal

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

PAUL F. GAUVREAU
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion. Best References.
JOYCE CO., LTD.
307 St. James Street, Montreal

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

WANTED
Agencies for food products for the City of Montreal, best references
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Belgo. Canadian Trading Co. "Regd."
Import and Export
General Distributors
We are open to represent Manufacturers or Growers of Foodstuffs.
103 St. Francois Xavier St., MONTREAL

SYDNEY and CAPE BRETON
business is worth your especial consideration. Get best results by appointing a resident broker to look after your interests. Nine years connection. A1 references. Write.
R. E. McCONNELL,
Manufacturers Agent and Grocery Broker,
Sydney, N. S.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

CANADIAN PRODUCTS EXCHANGE, LTD.
Grocery, Confectionery and Drug Specialties
702 Robie Street, Halifax, N.S.

RICE
RICE FLOUR
RICE MIDDLING

Mount Royal Milling and Mfg. Coy., Limited
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.
D. W. ROSS COMPANY
Agents
MONTREAL

Delicious—

Picking Scene
King Beach Farms

But Not Expensive
In Comparison with Butter

Mr. Clerk

With sugar and fruit both high there will be a tendency on the part of the housewife to "put up" less preserve.

Be ready with a good stock of

KING-BEACH JAM

For it is most reasonable in comparison with present and probable butter prices, and undoubtedly more tasty and wholesome than any other substitute spread.

The King-Beach Mfg. Co., Ltd.

MISSION CITY, B.C.

SELLING AGENTS

MASON & HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver, Dauphin

IMPERIAL
FLOOR DRESSING
(Standard)

—sanitary
—non-evaporating
—economical
—easily applied
—floor preservative
—attracts trade
—inspires confidence
—PREVENTS DUST

"Truly the Dealer's Friend"

Your stock will always be clean and bright, your store spick and span, if your floors are treated with Imperial Floor Dressing—the modern dust preventative.

One gallon treats 500 to 700 square feet of floor surface—one application lasts for months.

Ask the Imperial Oil Salesman for prices.

"Made in Canada"

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow
Codes: A.B.C. 4th and 5th Edition

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents:
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Tin Can Situation Serious

You must realize how the shortage of tin plate will affect the output of all Baking Powder. We are doing everything possible to anticipate our requirements so that your orders can be taken care of promptly.

Yet we need your co-operation.

Let us have it by ordering the Egg-O Baking Powder you will require during the next few months.

The demand for Egg-O Baking Powder is growing steadily and will be permanent.

It is the Baking Powder that satisfies the boss of the Egg-O.

It is the baking powder that satisfies the boss of the kitchen—and her trade is the steady profit-building kind.

Egg-O is kept in stock by all jobbers.

The Egg-O Baking Powder Co., Ltd.

Hamilton - - - - Canada

MONTHLY RESULTS VERY EASILY KEPT

SANDERSON-YORKE SYSTEM
OF BOOKKEEPING

26 MANCHESTER AVENUE,
TORONTO,

June 25th.

Open Letter.

Dear Sirs:-

Manufacturers and wholesalers are reducing their stocks to pre-war proportions, the retail merchant may be the "goat" when the precipitate fall in prices arrives.

The above warning was recently given by a leading banker and it appears to us many merchants are unheeding the grave situation confronting them.

Mr. Retailer, do you know how very large your stocks are?

Do you realize how heavy your expenses are?

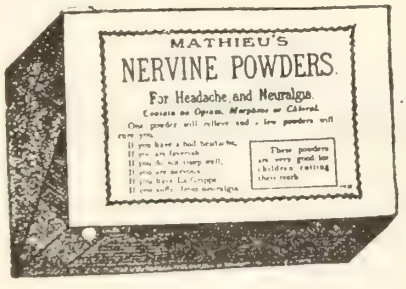
Have you a check on your outstanding retail credit?

Are you keeping close tab on your buying compared with your sales?

Are you working systematically? If not, spend $12.50 on a Sanderson-Yorke System. Its completeness in checking up these important items may save you from serious loss.

Write to-day.

We are,
Yours faithfully,
SANDERSON-YORKE SYSTEM.



A Good Summer Seller

Mathieu's Nervine Powders are entirely free from injurious drugs and contain no morphine, cocaine, etc. Composed of excellent curative properties such as will be appreciated and in fact demanded by all customers.

For Headaches, Nervousness, etc.

This is a profitable line to have in stock particularly at this time of year.

Order at once to ensure Prompt Delivery.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE - QUEBEC

EUREKA

NAME REGISTERED
PATENTS—1886—1900—1910—1914—1917

GROCERS, ATTENTION!

You want more business; a snappy looking shop that will attract customers, and a real efficient means of preserving your perishable merchandise—articles which you cannot afford to let spoil, in these days of high prices.

And the real answer to all these needs is the Eureka Refrigerator—the best and most reliable refrigerator on the market. It will supply these three essentials in your business, and you cannot afford to wait.

We have in stock all styles of grocers' refrigerators, ready for immediate shipment.
Order now and get quick delivery.

Eureka Refrigerator Co., Limited
Head Office: OWEN SOUND
Branches: Toronto, Hamilton, Montreal

Wholesale Grocery
Limited

Wholesale Grocers, Importers, Exporters, Distributors

Telephone Adelaide 5895

55 Bay Street, Toronto

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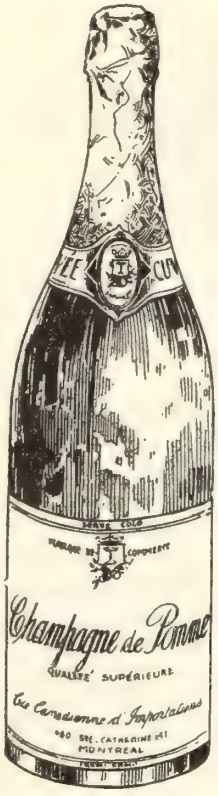

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Public appreciation finds its best expression in the enormously increased output for 1920.

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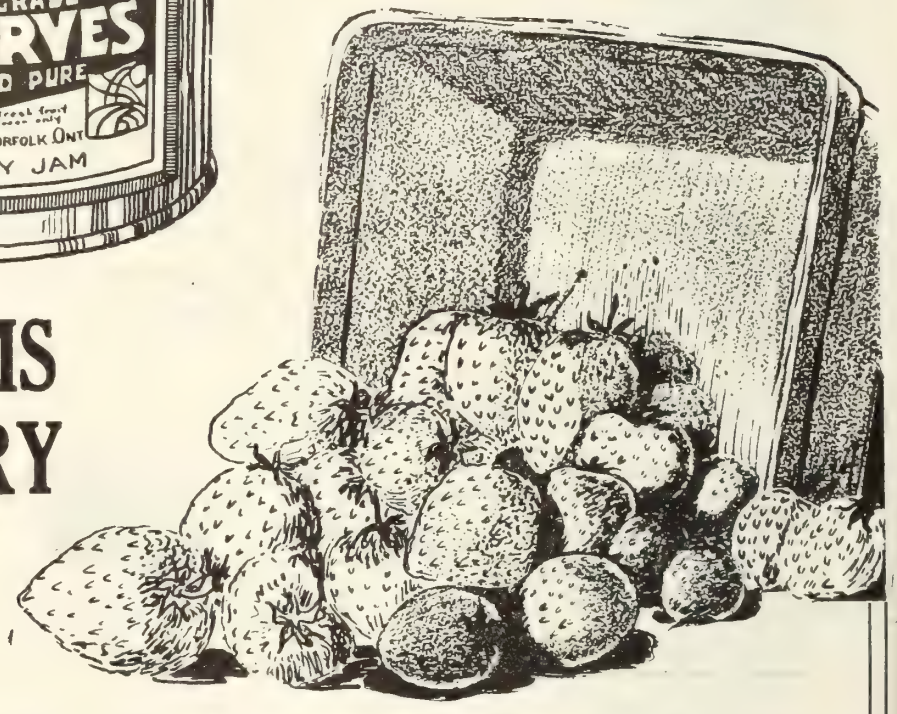

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It will pay every merchant to urge the clerks to push sales of fruit products with the ST. WILLIAMS label

The Quality Is Guaranteed
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Make your purchase on prices of stocks now on hand and you will be able to sell on a very profitable basis.

Samples and quotations mailed promptly upon request.

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NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

VOL. XXXIV TORONTO, JUNE 25, 1920 No. 26

Board of Commerce Again Restricts Margin on Sugar to 2 Cents per Lb

Latest Ruling of the Board is Not Viewed with Favor by the Wholesale and Retail Trade—Dissatisfaction is Heard on Every Side—Retailers Will Present Memorial of Protest.

THE NEW SUGAR ORDER

OTTAWA, June 19.—The Board of Commerce has issued an order, declaring the handling of sugar by any other middleman than the wholesaler or retailer unlawful. A spread of five per cent. between refiners' and retailers' prices is ordered as the maximum. No increase in prices is permitted without the authority of the Board of Commerce. Retailers, according to the new dictum, are restrained from increasing prices on their stocks to conform to increases in market prices.

Refiners are restrained from selling to other than wholesalers, manufacturers or retailers, wholesalers from selling sugar to other than manufacturers and consumers, and that in quantities greater than normal requirements in trade or household, all other persons from selling sugar in excess of the reasonable requirements of the buyer's household. Profits are restricted to two cents per pound or 5 per cent. The practice of advancing prices on stocks when refiners' prices advance is prohibited, and the system is ordered of fixing the price of sugar at a profit of five per cent., based on the average invoice cost of all sugar in stock at the time of sale.

With the refiners' price now standing at 21 cents at Montreal, a retail price of more than 23 cents per pound is declared to be unfair profit-taking on general sales, and in cases where the sale of one-pound lots may involve a loss for the dealer, a special price of 23¾ cents per pound may be charged or the dealer may refuse to sell less than four pounds at a time, and may charge not more than 93 cents for the four pounds, or may require the purchase of two pounds, charging 47 cents therefor. In special cases, where a spread on refiners' prices may necessitate higher prices, a maximum price of 95 cents for four pounds is fixed.

THE new ruling of the Board of Commerce, as is to be expected, is meeting with considerable opposition on the part of both retail and wholesale grocers throughout the Dominion. Putting the control on the sale of sugar again, and restricting the retailers' price to 23 cents per pound, renders the possibility of the average grocer making any profit on sugar very uncertain. The situation, as far as the retailer is concerned, reverts to that prevailing prior to the removal of the control. Both the wholesale and retail trade are of one voice, in declaring the new order unfair, and such as to make the handling of sugar not at all to be desired.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, on behalf of the grocers, has expressed entire dissatisfaction with the order, and a memorial is being presented to the board in opposition to the same.

Just Following the Market

"When sugar or any other article advances we have a perfect right to increase the price of the stock on hand," stated J. C. Knowles, of the Wholesale Grocers' Limited, Toronto. "It is not profiteering. It is just a matter of following the market. If one article drops in price, then we also drop the price of the supply on hand, and therefore we must also advance with the market. If we do not advance, who is going to reimburse us for any losses sustained when the market falls? This also applies to the retailer, but fortunately not many articles have decreased in value these last few years. On the other hand, the cost of doing business has increased and the merchant needs all the profit to conduct his business successfully. The wholesaler gets his five per cent. on sugar which is as much as we ever got, but the retailer simply cannot sell sugar at the present prices on a profit of two cents per pound. It is my opinion that if this ruling is allowed to stand there will be a large number of retail grocers who will refuse to handle sugar."

Complicates Business

This new ruling on sugar makes business very complicated," said Percy Eby, of Eby-Blain Co., Ltd., wholesale grocers, Toronto, "for instance if we have 100 bags of yellow sugar invoiced at $18.00 and our travellers sell more than this number of bags, we then have to explain the reason to our customers why they are charged more than the price quoted by the traveller. Then supposing that our neighbor has sugar bought at a low figure, and we have nothing except the high priced, then our customers would buy it where they could get it the cheapest. Then again, we had 200 bags of sugar at one price in the morning, and in the afternoon we received 100 bags more, the difference in price would have to be spread and prices readjusted. Later in the afternoon we received another 100 bags, then the prices would again have to be adjusted, and so "it would have been far better for the board to have taken the refineries price as a basis."

"In my opinion," continued Mr. Eby, it goes. There is no standard price. It is all in a muddle."

Many Merchants Protest

W. C. Miller, provincial secretary of the Retail Merchants' Association, stated that he has received hundreds of letters and telegrams from merchants and Retail Grocers' Association in all parts of the province, registering compliments about the ruling of the Board of Commerce on sugar. He further stated that merchants complain that they cannot sell sugar on a basis of two cents a pound profit as the cost of doing business is greater than that amount.

Unfair Competition

"I cannot understand the Govern-

ment's idea in permitting the Board of Commerce to make such a ruling as this one on sugar," stated D. W. Clark, retail grocer, Avenue Road, Toronto, to Canadian Grocer. "It places every retail grocer on an unfair competitive basis. Some grocers may have stocks of sugar purchased at below the present price while others will have a supply at a higher cost. The merchant who has the supply at a lower cost must sell his sugar at two cents above the actual invoice price and is not even allowed to add insurance or carrying charges. In fact, he is ocmpelled to undersell his neighbor. Then again, departmental stores are on the jobbers' lists and buys at five per cent. discount, which at today's cost is $1.05 per hundred. This then means, that if the retailer is to compete with the departmental store, he must sell his sugar at a profit of a trifle less than one cent a pound."

"Sugar, butter, eggs and flour constitute fully one-third or more of the average grocer's turnover," continued Mr. Clark. "The profits on these lines do not bear one-half of the cost of doing business, and yet it is always one of these lines that the Board of Commerce picks on to control the price. It simply means that the profit on other lines will have to be increasing."

Only Chance for Profit

"The only time a grocer has a chance to make a few cents on sugar is on the advance," remarked R. C. Braund, retail grocer, at Peterboro, Ont., in reply to a query from Canadian Grocer as to what he thought of the new order of the Board of Commerce. "Practically all other times, the grocer loses on sugar, and in most instances he has handled it without profit." Mr. Braund did not look with favor on the new order, and thought it just another evidence of unfairness on the part of the Board of Commerce, towards the retail grocer. "The new order will result in more or less confusion," he believed. "The merchants who had bought sugar at the lower prices, possibly at two or three different quotations, will have difficulty in determining just what figure he is to charge for his sugar. It seems to me the Board of Commerce allows the wholesaler and everybody but the retailer to make a profit. I have tried to buy a little sugar here and there, and like in other lines endeavored to buy it as low as I could, and I have always given the customer the benefit of careful buying. The new order will result in more or less unfair competition in sugar."

No Opportunity to Profiteer

"Why did they take the control of the sale of sugar, if they are going to put it on again?" remarked Mr. Gereghty, of Gereghty and Fitzpatrick, Parks and Charlotte Streets, Peterboro', Ont. "The profit on sugar has always been at the minimum, and the retail grocer has certainly had not opportunity to profiteer in sugar, no matter how keen he might have been to do so. The present price of granulated sugar in Peterboro' is $21.27 per cwt., and figuring two cents plus freight, the grocer cannot sell at 23 cents per pound, without disposing of it at a loss."

Mr. Gereghty believed that a great many people had bought up sugar, getting a bag or two at a time, and he did not think there would be the heavy buying later on, that is anticipated.

Merchants Astonished at Board of Commerce Ruling

Against All Business Fundamentals, Says One, in Referring to Gross Margin on Sugar—Decision in the H. P. Eckardt Case.

OTTAWA, June 21.—The Board of Commerce claims that H. P. Eckardt & Company, Toronto, have been keeping in stock an unreasonable amount of granulated and yellow sugar "beyond what is reasonable for the purposes of business, and also in selling the sugar at gross profits of approximately 13.8 per cent. in the case of granulated sugar and 23.6 per cent. on sales of yellow sugar.' '

The board states it has taken note of the firm's claim that it was compelled to buy yellow sugar in order to get granulated, and was then unable to dispose of this yellow sugar at a reasonable profit. The board's opinion is that the quantities on hand in the company's possession in the week ending February 28 last, namely, 243,520 pounds of granulated, approximately sufficient for six weeks' sales, and 1,056,710 pounds of yellow sugar.

The board has decided to remit the proceedings to the Attorney-General of Ontario for further action, and the ruling states that the board will refrain from making any formal adjudication of guilt, and no order will be issued in this case.

* * *

The retail and wholesale grocery trade is very much interested in the above ruling. Many of those who heard the evidence in the case state they are surprised at such a decision and while the board, they stated, says it took into consideration the fact that yellow sugar had to be taken to get granulated, their ruling would not indicate that they had. "What would have happened," they ask, "if the sugar market had gone down as it threatened to do in January? The company would have lost a lot of money and nothing would ever have been heard of it."

The consensus of opinion among both retailers and wholesalers is that the Board's decision—that when changes only a specified gross margin on actual cost, not present cost, may be charged—is a most extraordinary and unbusiness-like one. "It is contrary to all the fundamentals in business ever since trading began," remarked one merchant.

Foodstuffs Escape Sales Tax

Amendments Approved of by Parliament, Exempt Practically All Foodstuffs from New Sales Tax—"Gross Goods" in Candy Carry No Luxury Tax.

IN THE amendments to the new taxation laws of Sir Henry Drayton, Minister of Finance, and approved by Parliament last week, the following foodstuffs are exempt from the sales tax of one per cent., viz., animals living, poultry, fresh, salted, pickled, smoked or canned meats, canned poultry, soups of all kinds, milk, cream, butter, cheese, buttermilk, condensed milk, condensed coffee with milk, milk foods, milk powder, and similar products of milk, oleomargarine, margarine, butterine, or any other substitutes for butter, lard, lard compounds, and similar substances, cotteline, eggs, chicory, raw or green, kiln dried, roasted or ground coffee, green, roasted or ground tea, hops, rice (cleaned or uncleaned), rice flour, rice meal, corn starch, potato starch, potato flour, vegetables, fruits, grains and seeds in their natural state, buckwheat, meal or flour, pot, pearl, rolled, roasted or ground barley, corn meal, corn flour, oatmeal or rolled oats, rye flour, wheat flour, sago and tapioca, macaroni and vermicelli, cattle foods, hay and straw, nursery stock, vegetables canned, dried or dessicated, fruits canned, dried, dessicated or evaporated, honey, fish and products thereof, and ice.

A tax of three per cent. is levied on chewing gum or substitutes therefore, instead of 10 per cent. as heretofore. The 10 per cent. tax is still imposed on confectionery, which may be classed as candy, or a substitute for candy (this item not to include goods packed ready for sale in cartons or their packages bearing thereon the name of the manufacturer selling by retail at 10 cents or less per carton, or to candy known as "gross goods," selling by retail at 1 cent each.)

Illustrating the interior of the grocery store of Boyle & Darby, St. Paul Street, St. Catharines, Ont. This firm has only recently started business, having opened up attractive quarters last February. Mr. Boyle was for many years a clerk, and has now embarked in a business of his own. For a long time previous he had been employed in Sherwood & Co.'s store.

"A Valuable Clerk Develops Sales"

H. S. Higgins of A. F. Higgins & Co., Ltd., Winnipeg, Man., Believes in Stimulating Clerks to Increasing Business—A System of Bonuses is a Great Venture.

By Staff Correspondent

"THE clerk who can sell goods over and above what customers ask for, is undoubtedly worth more money to his employer than one who sinmply fills demands," stated H. S. Higgins, of A. F. Higgins & Co., Ltd., retail grocers of Winnipeg, to a Canadian Grocer representative. The Higgins Co. have five stores altogether, two grocery stores in Winnipeg and three general stores in the Provinces.

Monthly Bonuses

Mr. Higgins stated that clerks in his stores received bonuses monthly based on increase in the turnover over the corresponding month of the previous year. "It means that if the business increases the clerks benefits accordingly," he said. He felt that this acted as a stimulant in getting the salesmen behind the counter to sell more goods for the firm. During the first three months of this year the trade in the Main Street stores has increased by $10,000 over the corresponding three months a year ago. There has been aggressive work done on the part of the sales staff and credit for this increase is, at least in part, due to the fact that bonuses are paid for efficient services.

"Not only do the salesmen benefit," added Mr. Higgins, "but the delivery man as well. Of course, we allow for an increase in the selling price of goods over last year in figuring the percentages .

Price Five Per Cent. Higher

"About what do you figure prices have advanced in cost over a year ago?" asked the Canadian Grocer representative.

"We figure on an advance of five per cent," he said. "After deducting that we allow a certain bonus for each salesman."

A. F. Higgins Co., Ltd., know eactly what each clerk in their various stores can produce. Their sales are kept separate so that the work of each clerk is known from month to month. Of one who has equal opportunities with another is down in sales the matter is discussed with him and he is shown what the other clerk has been doing. This adds stimulus to his work and the following month usually shows the advantage of such system.

Developing Sales

One sees in the result of such a system the possibilities of the aggressive retailer in developing sales. Many retailers make the statement, "Oh, we do not bother about trying to sell the customer something else. We believe in giving her what she asks for, treating her courteously and eondeavoring to fill her every want as satisfactorily as possibles." But these merchants miss the point that the average customer is continually looking for something new and tasty that will be a pleasant change for the family. It is on this principle that the Higgins Stores operate. They very frequently get behind some particular line by getting every clerk enthusiastic about it and introducing it to as many of their customers as possible. For instance, some time ago they got in a new line of pork and beans—a line that they had sold little of previously in their store—and from Friday noon until Saturday night sold no less than twenty-eight cases of two dozen each. Some of the pork and beans were sold in cases, some by the dozen, some by the half dozen and individual tins.

This again demonstrates what merchants and his sales staff can do, when they put their shoulder to the wheel. Whenever a customer called over the phone to give an order, the clerk endeavored to introduce the pork and beans and the same thing was done whenever a customer care in to purchase. This brand of pork and beans was also advertised in the company's newspaper space. There was a window display of it and a demonstration of it in the store on Saturday. Other lines are treated in the same way and this method in itself has been an important factor towards developing sales in this store as well as in other stores of the Higgins Co.

Let the Clerk Share Responsibility

"A Well-Paid Clerk is the Only Clerk Worth While," Says Manager of Grocery Department of Goodwins, Ltd., Montreal— "A Good Clerk Does Not Want to Be Just a Machine."

By Staff Correspondent

IN these days in inflated wages as well as prices, it is sometimes difficult for a grocer to derive the full worth of the salary paid his clerks. A clerk, to be of value to his employer, must be a real salesman. In a fairly large store, to a great extent, the profits of the business depend upon the clerks. A clerk can very quickly destroy the profits on many lines by careless handling or by inaccurate weighing. Each employee must have a vital interest in the business in order that he may conscientiously fulfill his duties. The most careful watching and checking on the part of the manager may be of no avail if the clerk has not the interest of the firm at heart.

The question therefore arises: "How can the clerk's interest in the business be developed?" It may be by paying very good salaries and getting the best of men, but this is rather a difficult matter, as a man who has been well trained in the grocery business is able to command a salary from the man who trained him which will almost prohibit another merchant enticing him to his employ. If a clerk is well trained into the business he will make his services well worth a salary that will retain him.

The Only Worth-While Clerk

Canadian Grocer discussed this matter with J. Bailey, manager of Goodwin's grocery department, Montreal, with a desire to find out the practicability of this idea.

"A well-paid clerk," said Mr. Bailey, "is the only clerk worth while. If he is not worth a good salary then he is not competent for the position. The secret is to pay good salaries and then devise plans so that each clerk will be well worth the salary paid. A man does not relish the thought that he is only a machine in the hands of another man. He likes to feel some responsibility in connection with the business. With the responsibility comes an increased interest in the business, and as a result the maximum service. In our store the business warrants a large enough staff to divide into distinct departments. Each department has its own books so that it will show its own profits. At the end of the month the department is anxious to know how each line has been paying. A keen interest is taken in the financial side of the business. The men are concerned with more than simply selling the goods. At the end of the year the employees share in the profits made in their department.

Makes for Accuracy

"This practice develops accuracy and economy in the handling of goods. The weighing and cutting is done with a view to giving the customers everything that they are paying for and yet protecting the interests of the firm. In the cooked meat department there is a great danger of all profits being lost by wasteful cutting. When the clerk has an interest in showing a profit, all waste is quickly eliminated. The same applies to cheese and butter. Even in the fruit branch there is need of care and economy and we find the clerks carefully watching that the ripest fruit is sold first and that there is the least possible loss by spoiled fruit. Every man is keen to make his department pay.

"There is another benefit derived from this system. When everyone has a vital interest in his work and there is something more than simply so many hours to put in each day, the clerks are more contented. They are happy, and work becomes a pleasure. The men are more efficient and a new atmosphere is evident in the store that is quickly apparent to the customers.

"In the grocery business there are many duties that may be shared by the clerks and thus create a real interest. One man will have charge of the buying for several departments, another looks after the advertising, another the accounts, and another watches for special prices on the part of a competitor, so that they may be met.

"As a result of adopting this system we find that each employee is keenly interested in the welfare of the business. The man in charge of the coffee department will come to the clerk who handles the telephone orders and say: 'I have a special in coffee to-day at 50 cents. Will you push it for me?' In this case it becomes a personal favor among the staff and maximum sales result.

"There is no doubt," concluded Mr. Bailey, "that when the clerks are given an interest in the business they very soon prove themselves well worth a salary that will retain their services."

Why Merchants Should Keep Books

Bankruptcy Act Makes It Necessary for Every Merchant to Keep Books—How One Merchant Lost Because He Didn't Have a Record of His Business.

A MERCHANT in Ontario, who carried a stock valued at $9,000, sustained a fire loss; the insurance company allowed him $3,000.

Why?

This merchant did not keep books which gave him particulars of his business. He did not even have a safe. He had a couple of files, one showing accounts that were unpaid, and as soon as these were paid they were taken off that file and stuck on another. The fire came along and wiped out everything including his stock, which he felt sure was valued at at least $9,000. There were no records to show that this was the case and the insurance company settled with him at $3,000.

More Goods Than He Sold

A general store in another Ontario town changed hands some years ago. The new merchant had $2,000 to pay for stock valued at $8,000. It took considerable nerve to go into the business, but he figured that the store had been making money and that he could very soon sell sufficient goods to meet the balance of his payment.

At the time the first payment came due he found he did not have the money to meet it. He discussed the matter with a traveller, who had a pretty good knowledge of how facts could be secured about the business. He was asked for lists of his purchases since he had taken over the business, amount of stock on hand, and expenses and amount of sales. It required considerable time to get all this information, and when it was secured, it was found that he had bought more goods than he had sold.

Must Keep Books

"I'll never let that occur again," he said, and several years have passed since, and that situation has never since happened in his business. To-day he keeps a simple set of books, but one that gives him the details of his business, quickly and accurately.

The new Canadian Bankruptcy Act makes it necessary for every merchant to keep books. Apart from any compulsion it is only good business for a retailer to know where he is at. One retailer who has the facts at his finger tips, made up his income tax report in twenty minutes. Another retailer committed suicide in the act of getting at his figures. Every man in the retail business owes it to himself, his family and the firms from whom he buys to see where he is at.

Sells 200 Pounds of Maple Sugar on a Saturday

Chas. Shields, Queen W., Toronto, Makes a Profit of $30 in One Day by Window Display —800 Pounds Are Sold in Ten Days.

EIGHT hundred pounds of maple sugar piled up in the window made quite an imposing sight and one that very few persons passing could resist the temptation to enter and make a purchase.

The full 800 pounds were sold in ten days and showed the merchant a nice profit of fifteen cents per pound. On Saturday an even 200 pounds were sold, which gave the firm a handsome profit of $30.00 for the day's selling on this one article.

Such was the experience of Chas. Shields, Queen Street West, Toronto, which shows that a little concentration on a special article will bring satisfactory results.

Mr. Shields makes a specialty of featuring one line in his windows and states that his experience has taught him that displays of this kind always bring the greatest results.

At another time this store trimmed one window with a high-grade imported sauce, which was the means of selling $40.00 worth during the week that the goods were on display.

How to Retain a Valuable Clerk

Difficulties and Dangers of Partnership—A Minor Interest in a Corporation Obviates This—A Satisfactory Method of Bonusing.

By Henry Johnson, Jr.

Reproduced from former issue of "Canadian Grocer" by request.

A MERCHANT has an exceptionally valuable effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wage than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage—easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but in the eyes of the law each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith, who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarrelling and the cost thereof. We hear every day of cases wherein one partner puts it up to the other to "buy out or sell out—an' I don't give a continental damn which you do." Often when the decision is finally made, there is nothing left either to buy or to sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a clothier in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well-defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself is still sole owner of seven-eighths of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his—no more, no less—and it is safe-guarded to him. Thus the clerk who is given an interest will have the interest secure from any "reneging" or change of mind of the boss; but he can get no more than is provided for him through the action of the boss. There are other points but these are all we need for our present purpose.

If the Boss Wants No Dividend Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percentage which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling $600 a week and drawing $25 wages. That may be $10 more than you are paying the next man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8 per cent. as the basis of wages expense on sales, you would have to pay this man $48 a week—and that, obviously, would never do.

You might take $600 weekly sales as your basic figure and pay him as much as 10 per cent. on all sales in excess thereof. But if you did that you would have him so eager to make sales in excess of $600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty; to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

Suppose your records over a series of years shows that your average net profits—I mean absolutely net with all shrinkages, losses and reasonable depreciation of all kinds out—is $2,400 a year. It might be good to arrange to give the man 1-8 or 3-16 of the net profit in addition to his salary as now fixed. This is safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him $300 to $450 additional a year.

That figure would be well inside the $48 a week to which 8 per cent. on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make $3,000 net and your agreement was to pay him 3-16 of the net. His extra would be $462.50, and that deducted from $3,000 would leave you $2,537.50 or $137.50 more than your former total.

My excuse for discussing this matter is that I was asked a time since to write it in confidence to one who was faced with the problem. I hope, therefore, that it may be of some use to others.

"Board of Commerce Reports Useless Labor"

Retail Merchants Generally Throughout the Dominion Are of One Mind in Regard to the Order of the Board of Commerce Requesting Statements in Detail of Articles Purchased and Sold—Would Require Extra Help.

THE order of the Board of Commerce requesting that all retail grocers make a monthly report to the Board is meeting with a great deal of opposition. In interviews with retailers in every province in the Dominion, Canadian Grocer has learned that to make out the statements in detail is an impossible feat. Some eighty or more articles have to be accounted for, from whom they were purchased, the quantity and price paid, and the amount of profit on each sale. Merchants state that to get this information would entail an immense amount of useless labor and would need the services of an experienced accountant. Merchants are doubtful as the reason why the Board of Commerce wants this information and can see no justice in it. They state that if the board is after profiteers, they had better look elsewhere. There are no excess profits made in the retail grocery business and this opinion is held generally by the public. Competition in the retail grocery business is so keen that to make more than a fair profit is impossible even though the merchant is ever so desirous.

Wheat Board Profiteering

In a recent allusion to the Board of Commerce, in the course of the debate on the budget, A. B. McCoig, Kent, Ont., said:

"The Board of Commerce has been referred to as being appointed to check profiteering, and Mr. Lloyd Harris has stated that while it was at this duty, the Wheat Board was profiteering to "beat the band." If he were allowed to control the entire steel output of Canada he could make all kinds of money, and the situation regarding wheat was like this. The board made wheat prices that were a crime.

"Now, Sir, if the trade representative of the Government to England says that the Wheat Board is profiteering to beat the band, and that the prices they made for wheat are a crime, then am I not justified in appealing to the Government to give the matter a great deal more serious consideration than they have evidenced up to the present time? The statement is also made that the Board of Commerce is at present investigating the operations of the profiteers of the country. In this connection I would recall to the House the day the Board of Commerce was created. You will remember, Sir, that hon. members on this side of the house protested against the creation of the Board of Commerce, advancing the argument that we had too many commissions at the expense of the people of Canada.

A Public Prosecutor

"We protested against the Board of Commerce on the ground that we ought to have a public prosecutor in the country whose duty it would be to investigate all cases of profiteering and to bring before the county judges all persons against whom charges could be made. We contended that profiteers could be prosecuted in that manner with less expense to the people of Canada. That was our stand then. So far as I am concerned, I can say that it is my attitude yet in regard to this subject. The Department of Finance now have offenders in connection with the Income Tax or the Business Profits Tax brought before the county courts through the medium of their officers, thus obviating a great deal of unnecessary expenditure, and there is no reason why a similar procedure should not be followed in the case of profiteers. The Board of Commerce, Mr. Speaker, has issued a new circular which it would take too long a time for me to read.

A Ridiculous Letter

"This circular is issued to every grocer of the country, and in warm weather like this I am afraid it will prove too laborious a task for the already hard-worked man behind the counter to read what is contained in it. There is a long list of requirements as to what these people shall and shall not do, what they pay for their goods, what they sell them for, what profits they receive, and all information as to whether they are profiteering or not. It is quite a voluminous document. Could you imagine a more ridiculous letter sent out to the trade, Sir? Here is a list of articles, eighty in number, which has to be made out every month. Why, Sir, is the Government going to let this board run wild? Are they going to allow the board to inconvenience beyond all reason people who are transacting business honestly, requiring them to have special clerks to keep track of every article taken in and sold and every cent of profit which is made? If so, the expense of additional clerks which will have to be borne by the consumer will greatly enhance the price of goods. This body has been in existence for nearly a year investigating profiteering, but it has not yet succeeded in putting one profiteer in jail; it has not extracted one dollar of unjust profit from anyone in Canada. Yet the commissioners are going on upsetting the business and trade of the country and interfering to an undue extent with men who are trying to conduct a straight and honorable business."

Questionnaire Answered

1. Have you received the blank form to fill in from the Board of Commerce in connection with your cost and selling prices?

2. Do you think this will be of any benefit to the grocery trade?

3. Will it encourage retailers to know more about their business, so that they will pay more attention to their cost and selling price?

4. Will the information of the Board of Commerce receive help to explain to the general public that the retail grocery trade is not profiteering?

5. What are your general impressions of the order?

6. Do you think it will serve any useful purpose?

The above are some of the questions put to a number of retail grocers in all provinces in the Dominion by Canadian Grocer and it is interesting to note that out of a large number of answers received that 44 per cent. of the merchants in answering question one did not receive any notification or forms to fill from the Board of Commerce, thus showing that the board has apparently been very lax in its method of procuring information.

The opinions as expressed by merchants throughout Canada are practically all of one mind in stating that this order will serve no useful purpose and that to get information will be expensive in that extra help will be needed. Let us now see what some of these merchants say:

DAVID CLARKE, HERSCHEL, SASK. —"For a large business this order would be a good thing in assisting them to know more about the business, but for a small business it is impractical because a book-keeper would have to be engaged and that will cost a lot of money. Most small businesses are not in a position to pay. The salary of a book-keeper would eat up the profits to such an extent that we will have to get more for our goods or else go out of business and work for a larger store. If all the country were compelled to close up their stores, the farming community would be hard hit, because without country stores the farmers would have to send to the cities for their supplies. Board of Commerce and trade commissions may be good things, but in my opinion they only help to increase the cost of living."

D. T. MILLARD, NORTH BAY, ONT —"The keen competition in the grocery business forces the merchants to keep close watch upon their business, and I cannot see that this order will be of any benefit whatever, and as for profiteering, that is absurd. Furthermore, the cost of getting this information will add two per cent. to the cost of doing business."

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Must Register Colors in Trade Marks

Manufacturer Cannot Have Trade-Mark Registered in Black and White and be Protected if Later He Uses Colors—The Importance of Color in Designing Trade-Marks

Written for CANADIAN GROCER by A. B. KERR

IN a recent issue of "Printers' Ink" (New York), there was an article by C. P. Carter on the "Registration of Color in Trade Marks," in which he said that there was a popular notion in the minds of trade-mark owners, patent attorneys, advertising agents and even among the judiciary that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in any colors. Conversely, the notion existed that to use or register a trade-mark in certain specified colors is to limit one's rights. Hence, it was customary to register trade-marks that are always used in certain colors without any statement as to color. This lack of indication of color and the inability of the Patent Office to reproduce the trade-mark in its colors resulted in the publication of the trade-mark without reference to the colors in which it is used and was popularly understood to be a means of enlarging the scope of one's trade-mark and of making it an infringement to use the same or a similar mark in any colors whatsoever.

As far as Canada is concerned, I doubt very much whether the popular notion exists in the minds of the judiciary patent attorneys or advertising agents that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in colors. Whatever the notion may be, which exists in the minds of those who have to do with these matters in the United States, it certainly does not exist in the minds of people who have to do with these matters in Canada.

The converse notion which exists in the minds of those in the United States that to use or register a trade-mark in certain specificed colors is to limit one's rights is not only a notion which exists in the minds of Canadians, but the practice which prevails in Canada when registering trade-marks in Canada. If the department for registration of trade-marks registered a trade-mark without any reference to colors, it would be assumed that the trade-mark would be in black and white. It is the custom to send to the Department an exact copy of the trade-mark to be registered; in this way the rights of the person or persons who resgisters are fully protected. If they send a trade-mark without color, then they cannot be protected if they use a trade-mark with color. The color scheme of any trade-mark lends the distinctiveness to the name or design of which immediately distinguishes the trade-mark among all other marks. If color is used in a trade-mark it is as important, if not more important, than the name or design.

Color, or combinations of color are the essential elements of a trademark when color is used. It is just as important to get the proper color and see that it is properly registered as to see that the name is properly spelled and the design the correct proportions.

The object of using color is to attract attention. National advertisers pay huge sums of money to develop and accustom the trade and general public in the use of trade names. They advertise to get merchants and the people generally accustomed to the habit of asking for the product by the trade name or accepting it when offered by the merchant or clerk. They spend money freely to impress this habit upon merchants and the consumer in all walks of life so that asking for and accepting this particular product becomes second nature, and the buyer becomes influenced sometimes conscious of the fact, but many times unconscious of the fact that he has been influenced. In many cases if you were to ask the merchant or clerk why he purchased and recommended a certain product, never having sold it before, he might say it was a good product; he might not be able to give a reason why it was a good product beyond the fact that he had seen it advertised in his business paper which he read closely for his business information.

This is the effect advertisers strive for, and those advertisers who use colored trademarks spend huge sums of money developing a mark with colors pleasing to the eye, easy to remember, and of distinctive design.

The Firemen's Trade Mark

In a great many Canadian cities our firemen wear red helmets. This immediately associates the firemen with the fire department. People who see the red helmet know without making enquiries that the man who wears it belongs to the fire department. That is the reason firemen wear red helmets. It distinguishes them from all others. For the same reason policemen wear blue helmets, and when you see a blue uniform topped by a blue helmet you do not have to be told the man who wears it is a policeman. These are distinguishing marks which distinguish the wearer from all the rest of mankind and are as essential to their departments as the men who wear them.

The average person has an eye for coloring in a suitable design. Some freak advertisers employ colors which are displeasing to the eye and jarring on the nerves. These are usually designed to command attention, but react as a rule on the advertiser. The person who sees them feels sorry for the artistic temperament of the designer who designed them. Such signs antagonize people and make them ill-natured and hard to deal with. Shrewd, calculating, advertisers do not use them. They employ something which pleases the eye and soothes the nerves; something that reaches the artistic sense of every one and puts them in a receptive mood. When they think of the design they think of it with pleasant feelings and not with any sense of jarring on their nerves.

Big executives have made a study of colors, not only for trademarks but for use where a large number of employees are engaged. In some of the largest telephone exchanges in Canada and the U.S. the color scheme has been worked out in great detail. A color pleasing to the eye is scientifically blended and put on the walls in a scientific manner by experts. Actual tests in different rooms with unsuitable colors has justified the wisdom of the trouble and expense involved in producing proper colors. In the telephone exchanges tests proved that the employees could work longer hours, were more courteous, and the percentage of attendance was higher in rooms properly colored than in rooms where no attention was paid to the coloring arrangements.

McCASKEY SYSTEMS MOVING TO GALT

McCaskey Systems Limited, manufacturers of counter check books and credit register systems, recently purchased a munition plant at Galt, Ont., where their head office and factory will be located after the middle of July. The change is being made because their present plant in Toronto has not been large enough to take care of their output. The new factory at Galt is a modern one. Several new high-speed machines are being added which the company expect will practically double the present equipment of their plant.

McCaskey Systems Limited, while their business is confined principally to the retail trade, also make industrial systems for manufacturers and systems for physicians and surgeons.

KELLOGG CASE POSTPONED

The Kellogg corn flake case between the Battle Creek Toasted Corn Flake Co. of London, Ont., and the W. K. Kellogg Cereal Co. of Toronto and Battle Creek, Mich., which was to have been resumed on Monday, has been postponed for a time. Mr. Tilley, K.C., counsel for the former, is on a case in Halifax which was not concluded in time for him to continue the Kellogg case this week. No date has yet been set by Justice Middleton.

Interesting Facts About Trade-Marks

Manufacturers Recognize the Assistance Trade-Marks Render the Sale of Their Products—Some Simple Name, Device, Symbol or Picture, Often Makes for Distribution.

THE use of a trade-mark or brand name has long been recognized by manufacturers as a means of assisting merchants and consumers to recognize an article from time to time in their buying. The name of the company itself might be sufficient for the purpose, but in many instances it is easy for one to forget the name, especially if it happens to be a long one. Some simple name, device, symbol or picture is used to distinguish one manufacturer's commodities from those of another of a similar nature. The origin of some trade-marks contain interesting stories, and that the salesman may become more familiar with the brands he is selling, some of these derivations are given herewith:

A Combination of Two Words

The accompanying illustration shows the Aromint package. How this name and trade-mark originated is simple and

perhaps obvious enough—from a combination of letters. From the words "aromatic mints" comes Aro-mints, or Aromints—a happy selection. Aromints, as the trade knows, is a confection.

"Nutro," From "Nutritious"

The trade-mark "Nutro," used by the Kelly Confection Co., Ltd., Vancouver, B.C., is made up from the word "nutritious," which was thought to describe their brand of peanut butter. It is easily remembered, and the idea of the firm is to educate the trade to buy and sell "Nutro" and the public to ask for "Nutro" instead of asking for some particular brand of peanut butter.

An Ice Cream and Soda Cup

A paper cup used for serving ice cream and sodas at soda fountains has been placed on the market by Canadian Wm. A. Rogers, Ltd., Toronto. These cups, being wide at the top and tapering to

THE Vortex

a point, expressed the thought to the manufacturer of using the word "vortex" figuratively as a trade-mark, applying it to their service when it was first introduced. "Vortex," according to dictionary interpretation, means "coming to a point."

Sani-Flush

The trade-mark "Sani-Flush" was coined by the Hygienic Products Co., Canton, Ohio, U.S.A., in 1909, but the article was not placed on the market until 1911. This trade-mark was decided upon as one that was easy to remember,

Sani-Flush

not necessarily descriptive, but yet very acceptable in its association to the product. "Sani-flush" infers a sanitary article for the flushing of closets.

"The Tobacco With a Heart"

The accompanying cut illustrates the trade-mark of the W. C Macdonald Reg'd Inc., manufacturers of Macdonald's tobacco which has been on the market for over half a century. It is interesting to note that when this busi-

ness was founded in 1858, that the plugs had a circular-shaped piece of tin attached to each one. This was later fixed up and altered so that it could be registered as a heart-shaped trade-mark—the one that is used to-day. The late Sir William Macdonald chose this heart as a symbol.

The Why of the "White Swan"

Twenty-three years ago there appeared on the market a baking powder branded "White Swan." This brand was decided upon for the reason that the

firm considered it an emblem of purity It was gradually added to other articles and finally registered as a trade-mark. The original mill, by process of amalgamation and purchases, finally merged into the White Swan Spices and Cereals Limited.

The "K-B" Mark

The trade-mark, "K-B," of the King-Beach Manufacturing Co., Mission City, B.C., is derived from the names of two directors of the company. R. P. King and H. Beach are the joint managing directors. Mr. Beach belongs to an Old Country firm of jam manufacturers, T. W. Beach & Sons, Ltd., London and

Eversham, England. The trade-mark is therefore simple to understand—K for King, and B for Beach.

"Lanka" Ancient Name for Ceylon

In the ancient days Ceylon was known to the natives of India as "The Isle of Lanka." There is an interesting mythological story connected with this isle. It states that Lanka had fallen under the dominion of a prince named "Ravana," who was a demon of such power that by dint of penance he had exhorted from the god Brahma a promise that no mortal should destroy him. Once the promise was given Ravana gave up asceticism and tyrannized over the whole of Southern India, until the gods, distressed at the destruction of holiness and oppression of virtue, called a council in the mansion of Brahma to consider how the

demon of Lanka's Isle could be destroyed. It was decided that the God Vishnu should be born on earth to accomplish the end of the terrific Ravana.

He is born as Rama, son and heir of Dasaratha, King of Ayodhya, and as such, with few exceptions, acts as any other mortal being. He assists the Brahmas in defeating the evil spirits and in doing away with the arch-demon Ravana. His mission on earth accomplished, he returns to Heaven, leaving the island of sea-bright hills rid of the demon, and at last a land of the gods perfumed with incense.

The rich land is still blest by the gods and abounds in great natural gifts. The soil is most productive, its chief product being tea. The island is one of the chief centres of the tea industry of the British Empire. Its admirers say it is the nearest place on earth to heaven. William Braid & Company, of Vancouver, B.C., packers of Lanka tea, when choosing a name for the new blend, decided that none could be more suitable than the ancient name of the island.

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THE LATEST SUGAR RULING

THE Board of Commerce has perhaps never made a more ridiculous order than its latest one on sugar. It stamps itself as scarcely having the least idea of the fundamentals of business.

Retailers are not allowed to make more than two cents a pound gross margin plus freight. The present price in Montreal for granulated is 21 cents. Montreal retailers must sell for 23 cents. This allows them a gross margin, out of which net profit and overhead expenses must be deducted, of between eight and nine per cent. Total expenses easily average 17 per cent. on sales.

And yet Canada's Board of Commerce, a body supposed to deal fairly with business and public alike, makes it an offence for a merchant to charge more than two cents gross margin!

Neither does the Board take into consideration the old-established business rule that prices are based on present costs. If one retailer happens to hold twenty bags of sugar when the price goes up, and his competitor has none, the latter is at a distinct disadvantage. He must buy at the new price and either meet the competition of the other or advance his price the two cents per pound and lose not only the sugar business but other business as well.

The Board of Commerce's attempt to grind down the fair profits of the retailer who works a long day in giving a real service to the general public, is to say the least "small potatoes" and deserves universal condemnation on the part of the retail trade.

SELLING ADULTERATED BUTTER

A MERCHANT in Toronto was recently fined $50.00 and costs for selling a mixture of butter and oleomargarine as butter in contravention of the Adulteration Act and also of the Oleomargarine Act. The merchant in putting up a defence stated that he had purchased the article as dairy butter from a peddler and that he had paid 50 cents per pound for it. A similar case to this occurred with a merchant in Eastern Ontario.

Merchants buying butter from dealers should be very careful to get invoices with the name of the seller, so that the matter can be traced up later, if necessary. These butter dealers go around to the stores and offer butter at a low price, and the merchant buys it without securing any invoice or name of the seller. This makes the merchant entirely liable, if the butter is found to be mixed with margarine or any other foreign substance. To protect themselves against fines, the merchants should really secure a legal warranty from the seller to the effect that the butter is exactly as represented.

THE BANKRUPTCY ACT

THE Bankruptcy Act which was passed at the 1919 spring session comes into force on July first this year. This bill was not allowed to go into effect at once, as it was desired to give the business community a year to adjust itself to the new situation.

This new Bankruptcy Act provides that all assignees must be appointed by the various Provincial Governments, and that they must be capable men, who will be bonded for the work they perform. Another provision is that the benefits of the act are open to men in business, or private citizens, if the latter so desire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action. When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent, if his statement justifies this being done. Another important feature of the new act is that all persons carrying on business must keep books showing the records of all their transactions.

Omit All Thought of Futures

Grocer-Butcher Seeks Advice re Business that is Not Paying as It Should—"Must Curtail Buying" is the First Observation.

By Henry Johnson, Jr.

HOW much some men need to come up with a round turn, rub their eyes, wake up and face the sinister facts staring them in the face seems to be shown as well by what I print below as anything I ever have seen. Here's the first cry from Macedonia:

April 7, 1920.

Dear Sir:—I am up against it. What is the trouble with this business? Do not mention my name. These figures are for March. I am handling meat and just about break even. Would you suggest my discontinuing the meats?: I need it to keep up my other business. Be frank and tell me where my trouble is.

Meat Sales	$1,101.69
Cash Sales	1,142.73
Credit Sales	3,793.84
	$9,338.26
Allowances and returns	27.83
Net Sales	$9310.43
Purchases at Billed Cost	$3,851.32
Freight	2.27
	$3,853.59
Hired delivery	$ 10.07
Gasoline	34.17
Oil	4.80
Repairs on car	1.10
Two Tires	37.75
Salaries	312.00
Office Supplies	1.18
Int. on Borrowed Capital	7.85
Rent	125.00
Heat, Light, Power	6.70
Ice	9.05
Insurance	10.82
Garage rent	12.00
Fees for Collection	10.19
Phone	10.50
	$ 593.18

As they stand, what could anybody make out of those figures? Let's take the sales of $9,310.43 and from those deduct purchases of $3,853.59 and the expenses as given of $593.18, and we have a net apparent earnings for the month of $4,863.66. Yet this man is kicking! What more does he want?

Of course, I am joking; but you can see how impossible it is for me to tell anything about a business from a partial statement like this. Surely, it is plain that one must know what was there to start with, or at some stated period, and what is there now. That is the only way to make comparisons and tell whether the business is winning or losing.

On the face of these figures, I can see nothing unhealthy in the business. It is running on an expense of 6¾ per cent. If my friend will tell me what stock and other properties he had at last inventory and just what he has now, getting everything into the account, I shall be glad to help him as much as I can. But I think he should have some accountant come in and show him the rudiments of bookkeeping. That would be a good investment for him.

I have another story which consists of many sheets closely covered with figures. My correspondent has put in lots of time writing them. But much of the work is superfluous and I shall condense, getting as nearly as I can to the essentials. The story, curtailed, is told in his letter:

————, Canada,
May 10, 1920.

Dear Sir:—With interest we read your dealers' statements and are prompted to send you ours for good or bad report. We run a general store and hotel. You will find statements for 1919, also assets and liabilities at beginning of year. Don't know what remarks we might make but re asset sheet, you will note it is stock, book debts and fixtures only; re liabilities, that is the total; re interest charges, perhaps that should be in the expense account; re sales to hotel, you will note that we are counting hotel total debit as credit sales; re expense account, there is no rent charged, which should be, I guess.

(Follows a lot of personal and family history which is not essential and description of bookkeeping system which seems to me to have one fault—it is far two intricate and cumbrous. There are too many books. The manager seems lost in the intricacies thereof.)

You may note we borrow from bank instead of discount customers' notes, with the exception of two or three times, but we take some customers' notes and hold them to near maturity, then give to bank for collection, making interest for ourselves. A few years ago we had our share of customers' dishonored notes and this way do not have to worry about come-backs, but there are times when I think we should have more cash capital; don't feel quite satisfied to be sort of running along from hand to mouth.

Hotel is run by mother and widowed sister and three children, one servant. Re loss on hotel, it is just a matter of feeding too well and not charging enough at beginning of this year. Have taken steps to do beter, simply charging more.

Yours very truly,

————.

The figures show the hotel lost just short of $800 last year. That need not be fatal, of course, and the determination "to do better" may remedy that trouble. It is not easy to run a hotel profitably these times unless one has the facts on which to base correct charges and the character and determination to get adequate prices. But as there are more successful hotels to-day than ever before and in practically every town there is inadequate hotel accommodation, there must be ample opportunity to make money in that business provided one knows how and has the nerve to charge enough. No longer is it a business in which one can afford to be liberal or generous.

Business Alone Not in Sound Condition

But when we cut out the hotel figures altogether, as nearly as I can interpret the segregation, the business itself does not appear to be making ends meet.

Assets are given as of January 1st, 1919, $7,505.64 less liabilities of $2,697.73, leaving a net of $4,807.81. Assets as of December 31, 1919, show $7,652.06, less liabilities of $3,349.09, leaving a net of $4,302.97. Here is a loss of $54.84 in the business alone.

Such loss is not surprising when we look at sales and expenses. Total sales are given as $15,300.17, including $3,669.78 for the hotel. Deducting that item, we have $11,630.39 sales for the store alone. The expenses are given as $3,455.69, including $787.94 loss in hotel. Omitting the hotel loss item, we have left $2,667.75 expense to $11,630.39 of merchandise—and it is admitted that no rent has been charged against the business. Here, then, we have an expense ratio of just short of 23 pr cent!

Why, there's just no chance for a business on such a basis. No wonder it is going distinctly and unmistakably wrong. It could go no oher way.

Too Many Books

That there are too many books for a business of this size is indicated by two statements furnished. One is "made up from Bought Ledger No. 4" and shows purchases in 1919 of $10,883.26. Another is a list of which the source is not indicated which shows "goods bought from wholesale firms year 1919—no feeds and only $314.50 flour in this," with total of $10,785.86. On the lesser list, therefore, the one without flour or feeds, there is only a spread of $845.53 between cost of merchandise and total sales—with an expense of $2,667.75. No wonder he feels cramped and thinks he needs "more cash capital!"

Again, with stocks which average close to $5,500 and sales of $11,630.39, question is what turnover is shown? This is difficult to arrive at, for it seems plain that he cannot be making, gross, the equivalent of his expense account. But let us assume a spread of 25 per cent. average margin, we should get cost of goods sold at $8,722.79 which, assuming $5,500 stock, would show a turnover of 1.58 times plus. He is turning stock faster than that, apparently. But he is turning it out at a ruinous loss, so he'd better keep it.

It is a case of "accounting which does not account." It is also a case of going it blind despite many books. There is need of mighty short turns here.

This man needs, as I see it, not more cash capital—except what he can get in just one way. He can use all the cash capital he can get right out of his busi-

Continued on page 50

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Frederick Eld, Original Veterans' Store, North Creighton Street, Halifax, N. S., has taken his son, Clarence V. Eld, into the business as a partner. Mr. Frederick Eld started in business in a small way a year ago. To-day he has another larger store, making him two stores, No. 1 for meats and groceries, and No. 2 for confectionery and ice cream. He is contemplating a third store in a few months. Both father and son are veterans of the Great War.

QUEBEC

Ross Richardson of Richardson, Greene Company, Limited, Winnipeg, was in Montreal this week, caling on his local customers.

E. B. Nettlefield, wholesale grocery broker of Toronto, was in Montreal this week on business.

A. W. Richardson, of Torbitt & Castleman Company, Limited, Lewisville, Ky., U. S. A., was in Montreal this week making his annual Canadian calls on their customers.

J. L. Freeman & Company, wholesale brokers of Montreal, have taken the eastern agency for the Red Cross Pickles, manufactured by the Reynolds, Moore and Bentz Company, of Winipeg, Canada.

A. E. Bettesworth, formerly of London, England, died Monday night, June 21, at his residence, 11 Grey Ave., Montreal, after an illness of three weeks. Mr. Bettesworth had been for the past ten years manager of W. J. Bush and Co. having been previously connected with their London and New York branches. His widow and two daughters survive him.

ONTARIO

The A. I. Root Company, of Medina, Ohio, have located a small plant in Ingersoll, Ont., where they expect to manufacture beekeepers' supplies and bottle honey under their brand name "Airline."

Donald Menzies, of Stewart Menzies and Company, Toronto, has gone to New York on a business trip. He will be absent about a week or ten days.

The general store of Albert Gallagher, at Portland, Ont., was entered by burglars recently, and goods to the value of from $600 to $700 removed. The thieves entered through a window off the street, and did not appear to be in search of money as two or three unlocked drawers containing several hundred dollars were untouched.

McLarens, Limited, Hamilton, Ont., held their annual picnic to Centre Island, Toronto, on Saturday last. All officers and employees, with their families, took in the event, which was declared the most successful ever held. The employees were on this occasion the guests of the company. An interesting program of sports was run off, and the day was thoroughly enjoyed by everyone.

OCEAN SERVICE FROM CANADA TO WEST INDIES

First Time a Direct Line Has Been Inaugurated with Montreal as Port of Entry

The Canadian Government has inaugurated an oceanic service between Canada and the West Indies, the port of entry being Montreal. This is the first time that there has been a direct line between Canada and the West Indies. The first steamer of the Canadian Merchants Marine to make this trip will be the Canadian Spinner which has already obtained her cargo in the West Indies and from Brazil. Mr. Coffey, of Chase & Sanborn, Montreal, informed Canadian Grocer that in that cargo there is a supply of coffee consigned to them in Montreal. This is an experiment in this line as the comparison of expense in this connection and the old system of importation has not been determined. Formerly coffee brought to Montreal was transhipped from New York via railway to this city. It may be that the new system will be less expensive and mean considerable in the importation of such lines as coffee. There is, however, a certain sentiment in connection with this venture in that Canada will have own line of trade direct with these tropical countries. It may affect other lines such as spices, molasses, sugar and fruits, but it is too early to make any statement.

PIONEER GROCER IS REMOVED BY DEATH

Passing of Peter Macdonald Occurred Last Week—Nearly 50 Years in Business

The death of Peter Macdonald, at his home in Toronto last week, removes a pioneer in the grocery trade in that city. Coming to Canada in 1850, he remained only a brief period but later entered business for a short time with his uncle in Detroit, but for almost half a century was actively engaged in the grocery business in Toronto, from which he only retired fifteen years ago. The late Mr. Macdonald was 85 years of age. He took a prominent part in the public life of Toronto, serving on City Council, as well as on the School Board. He is survived by his wife, three daughters and one son.

CATALOGUES AND BOOKLETS

The Overseas Export and Import Co., Ltd., of Christiana, Norway, through their agents in Canada, Stewart Menzies and Company, have issued an attractive booklet in connection with the sardine fisheries in Norway, the canninig of cardines and a number of recipes on how to use them. There are several half-tone illustrations showing fishing scenes, fishing villages, and factories of the Overseas Export and Import Company. "The Story of the Sardine" as given in this booklet is a very interesting one. It points out for instance that many years ago this fish was very abundant off the coast of Sardinia and that no doubt the word sardine was derived from the island, where they were originally taken. Stewart Menzies and Company, 2 Front Street West, Toronto, will be glad to send a copy of the booklet to anyone interested.

Wholesale Grocers Are Not a Detrimental Combine

OTTAWA, June 22.—In the case of the wholesale grocers of Hamilton and elsewhere, a final decision handed down by the Board of Commerce finds that the charge of being a detrimental combine for the fixing of resale prices was not proved in the evidence adduced before the board.

In an interim report of the board recently, a similar finding was made, and the board announced its intention of pursuing its investigations of the operations of wholesale grocers from coast to coast.

The board states, however, that since the hearing in Hamilton and Toronto, in March, it has pursued its inquiries into the methods of the firms concerned, and has failed to obtain proof that the grocers operate a combine to the detriment of the public, or that the Grocers' Association had ever refused to admit to its membership a bona fide wholesale grocer. The board points out that differences of opinion on the wisdom of its conclusions in this matter may be referred to the Supreme Court of Canada, and expresses its willingness to expedite any such appeal which may be brought.

NEWS FROM WESTERN CANADA

E. L. Hadley, formerly a grocer at Vermilion, Alta., has opened a store in Vancouver, B. C.

M. Shore, Yorkton, Sask., has purchased the stock of the Gorlitz general store from J. R. Welk.

W. A. MacKay, of the Gold Standard Mfg. Co., Winnipeg, has gone with a party of Shriners for a visit to Portland.

George J. Cameron, of the W. L. MacKenzie Co., Ltd., of Winnipeg, has left for an extended business trip to Montreal.

The new early closing by-law of the municipality of Assiniboia is now effective, the stores closing every evening at six o'clock, and on Wednesday afternoons.

Shwortz, Niman & Co., Yorkton, Sask., have opened a factory for the manufacture of soft drinks. The capacity will be 1,800 bottles per day.

H. L. Tupper and Son, Heisler, Alta., have purchased the building they new occupy and several lots adjoining. It is the intention to improve and enlarge the store in the near future.

J. A. Grant, British Columbia Fruit Commissioner, states that owing to frosts in the Gordon Head district in British Columbia, part of the strawberry crop has been damaged.

An "At Home" was tendered by the management of the Royal Meat Market, Wetaskiwin, Alta., recently when a large number of people availed themselves of the opportunity to view a splendid meat display.

A. O. W. Doherty, general traffic manager of the Canada Steamship Lines, Ltd., accompanied by S. J. Warren, division freight agent, has returned to Winnipeg from an extended business trip to Vancouver.

John Dunlop, manager of country elevators for the Ogilvie Milling Co., died at his home in Winnipeg recently, at the age of 56 years. He had been in the employ of the Ogilvie Milling Co. for the past seventeen years.

The cannery plant at Walhachin, B. C., has been sold. It has been taken over by a syndicate of business men. The plant has a capacity of 3,500 tins per day, on shift, and it is the intention to pack 100,000 tins this season if the products can be obtained.

The meeting in Calgary was presided over by W. Logan (The Lymington Grocery Co.), Calgary, while F. J. C. Fox, general secretary; W. Minhinnick, president, and O. H. Dingman, director, all of Winnipeg, and S. S. Savage and A. Morat, of Calgary, were in attendance.

The annual meeting of the North-West Commercial Travellers' Association of Canada will in future be held alternately in Calgary and Edmonton. This was decided upon at a meeting held in Calgary recently. The general meeting for 1920 will take place in Edmonton on November 6.

A. E. TUTTE

Secretary of the newly organized Kerrobert district branch of the Saskatchewan R. M. A., photographed while attending the recent convention.

W. E. Chappelle, secretary of the United Farmers of British Columbia, states that the fruit farmers in British Columbia are opposed to the removal of the tariff on fruit as suggested by Hon. T. A. Crerar. Mr. Chappelle thinks such a thing would be injurious to the fruit industry in British Columbia.

V. E. Junius, vice-president of the Carter-Macey Co. of Canada, Ltd., paid a visit to the Winnipeg manager, J. T. Cox. He was very favorably impressed with the tea situation here and he reports that prospects for the West are booming. There is not the least doubt but the West will get its full quota of tea.

George J. Cameron, of the W. L. MacKenzie Co., Ltd., Winnipeg, has just returned from an extended business trip to Vancouver, where he has just opened up an office, taking over the agency of Macdonald's tobacco for British Columbia. The Vancouver office will be under the management of F. A. Jones. It is the intention of this firm to place a number of detail salesmen to handle this line.

Hudson Bay Co. Grocery Manager Burned to Death

Vancouver (Special), June 22.—The Balmoral apartment house was burned here Sunday night. Pierce Watson, of F. R. Stewart and Co., and Bob Hood, of Okanagan United Growers, had their furniture damaged but escaped injury.

J. R. Jackson, manager of grocer section, Hudson Bay store, jumped from the fifth storey but missed the net, and died in the hospital from broken spine. This was a great shock to the trade. Mr. Jackson was with the company for twelve and a half years, working up from clerk. He was born at Lancaster, Ont., in 1874, and was employed previously with Duke's grocery and Woodward's department store.

KAMSACK MERCHANTS FORM ORGANIZATION

Merchants of Kamsack, Sask., met together recently and reorganized the Kamsack branch of the Retail Merchants' Association.

This organization is in existence for the purpose of promoting better business relations between the merchant and the consumer, for by co-operation it is felt that they can give better service.

Officers were elected as follows: President, H. Harvey; vice-president, F. Adelman; secretary-treasurer, J. W. Perkins; executive, C. Blankstein, Dr. C. E. Tran, E. A. Feldman, and Gordon Setter.

KAMCHATKA SALMON OUTPUT 740,000 CASES

Mr. Bryan, Trade Commissioner to Japan, stated recently, speaking of Japanese canned fish:

"During 1919 the output of tinned salmon in Kamchatka amounted to 740,000 cases, which was much larger than usual. This salmon is exported all over the world—but by far the greatest portion goes to London—where in August, 1918, it was selling at 105 shillings a case delivered." The pack is not sufficiently large to be a factor in the world market, though no survey of the posibilities has been made.

Delegates to the seventh annual convention of the Saskatchewan Retail Merchants' Association in Moose Jaw. Seated in front is the executive for the coming year, consisting of George Matheson of Craik, 2nd vice-president; Garfield Wray of Regina, hon. secretary; J. A. Banfield, of Winnipeg, Dominion president of the R. M. A.; S. D. McMicken, Moose Jaw, president; W. P. Ball, Assiniboia, first vice-president; S. E. Fawcett, Saskatoon, treasurer.

Dom. Board R.M.A. Will Meet in Vancouver

Annual Convention is Called for July 22 and 23—An Important Gathering of Retail Merchants

The fifteenth annual convention of the Dominion Board of the Retail Merchants' Association of Canada will be held in Vancouver, B. C., on Thursday and Friday, July 22nd and 23rd, 1920. This will be one of the most important conventions for retail merchants that has ever been held in Canada, and every Province will be represented. In order to unite business with pleasure, the executive officers have arranged for an excursion over the Canadian Pacific Railway, to run from Halifax to Vancouver, taking on at the various points those who wish to attend. The excursion train will commence at Halifax, leaving on the following days: Halifax, July 12; St. John, July 12; Quebec, July 13; Montreal, July 13; Ottawa, July 13; Toronto, July 14; Port McNicoll, July 14; and will pass through all the leading cities and towns.

The excursion is open for any members who wish to invite their friends or to take any member of their family. Full particulars as to cost and other particulars can be secured by applying to the secretary of any provincial board, or to Mr. E. M. Trowern, secretary of the Dominion Executive Council, Room 49, La Banque Nationale Building, Ottawa.

THE GOOD OLD DAYS

(From the Calgary Albertan).

All the thrill of historical romance may be found these days in your boy's arithmetic book. In its pages flourish farmers who still sell potatoes for 56 cents a bushel, and grocers who offer eggs in any quantity for 24 cents a dozen. And as for sugar—why, just listen to this from the arithmetic book:

"A grocer has 10 barrels of sugar, each containing 140 pounds. If he sells the sugar for 6 cents a pound, how much money will he have?"

In this good book dwell prosperous grocers who have bargain sales of butter at 24 cents a pound and lovable milkmen who stick to the old price of 8 cents a quart, regardless of what milkmen outside the book have done.

No wonder, therefore, that within its pages reside happy families of six, who can live on $39 a month, as in this problem:

"The grocery and meat bill of a family of six amounts to $39 a month. At that rate, what would a family of four pay for meat and groceries per month?"

There is talk of revising school arithmetics so that their problems, written in good old days when sugar was 6 cents a pound, shall be more realistic. But no! no! Let there be no change! Never were arithmetic books such pleasant reading as now. They not only teach arithmetic, but also history, touching as they do upon those happy days when a market basket could be filled for a dollar.

Kerrobert, Sask., Retailers Organize

Kerrobert, Sask.—The first annual convention of Kerrobert branch of the Saskatchewan Retail Merchants' Association was held during the first week of June and was attended by over thirty members of the branch, which covers a large district in this part of the province.

F. E. Raymond, of Saskatoon, provincial secretary of the association; Professor Kyle, of Department of Agriculture, and Fred. W. Bates, director of Rural Education Associations under the Department of Education, were present and addressed the gathering on important subjects. A. E. Tutte, field secretary of the branch, up to the present time, has been conducting field work and a great percentage of the 300 merchants in the district have joined up.

The officers for Kerrobert Branch No. 2 of the Retail Merchants' Association were appointed as follows: Chairman, H. E. Sample, Kerrobert; first vice-chairman, Geo. Taite, Superb; second vice-chairman, D. G. Ross, Druid; hon. sec., E. E. Wahls, Tramping Lake; hon. treas., R. M. Patterson, Luseland.

Such matters were discussed as cartage being charged on freight shipments to country points, the sale of oleomargarine, the authority of the Board of Commerce to enforce merchants to comply with their requests regarding monthly reports, the purchase of certain lines of goods from wholesale houses which are advertised as bargains by the mail order concerns, etc.

HALF-HOLIDAY BOOKLET FOR TRAVELERS

Canadian Grocer has a supply of "Half-Holiday Guide" booklets for traveling salesmen. Any number of these will be sent on request with our compliments to any firm connected with the grocery business. Regular price is 10 cents per copy.

This booklet contains list of half-holidays observed by merchants in towns and cities in each province of Canada, and, we believe, will be of considerable help to traveling salesmen.

CANADIAN GOODS WANTED

R. P. Young, of the Bakers Supply Co., Limited, Birmingham, England, is coming to Canada on a business trip. He expects to be in Toronto about the end of June. J. E. Ray, Canadian Government Trade Commissioner at Manchester, Eng., writes Canadian Grocer that Mr. Young is interested in Canadian canned fruits, canned salmon and general produce. Any mail directed to Mr. Young, care of Canadian Grocer, 153 University Avenue, Toronto, will be given to him.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery markets is the advance in the price of sugar. The ruling of the Board of Commerce in regards to sugar is bringing complaints from both retailers and wholesalers. Business on most lines is reported good. Collections are also in a healthy condition.

MONTREAL—The market this week has gained considerable strength. The prices are either very firm or higher. The bad weather and freight troubles have caused a shortage of fresh fish with higher prices. Butter is two cents per pound higher. There is a big demand for cooked meats. Eggs are a little easier. The higher value of sterling has increased the cost of imported goods and if it continues it will be soon felt on the market. Rolled oats and oatmeal have advanced, and as farina and rolled wheat are dearer the values on flour are very strong and an adjustment may be expected. Oranges are dearer and the vegetable market has strengthened up to even higher prices on some lines. Canned goods are dearer and jams are more expensive. The feature of the market this week is the advance in the price of sugar, which was not unexpected.

TORONTO—There are few price changes in the markets this week but all are firm with the tendency upward rather than downward. All refineries have advanced sugar $2.00 per hundred; supplies are still light but refineries are booking orders for the balance of June and July delivery at prices in effect on date of shipment. The raw sugar market is slightly easier but the cost of raws laid down in Montreal is still below that quoted for refined. New crop molasses is just commencing to arrive at the seaboard and the market is steady to firm. The situation in the cereal market, especially corn and oat products, continues with a firm undertone and manufacturers state that higher prices are inevitable. The spice market generally is steady with an easier tone noted on peppers. A small shipment of early pickings Japan tea has arrived, but quotations are extremely high: seconds have not appeared on the market, but it is expected that these will also be high. Young Hysons are in scant supply and a real scarcity noted. No improvement has been manifest on Ceylons and Indians. The finer grades are hard to obtain while there is an over supply of the lower grades. The coffee market is ruling firm under a quiet demand. Norse Crown Norwegian sardines are higher, also Keen's mustard, prepared icings and catsup. Indications point toward a scarcity of raisins before the new crop arrives, due to the fact that the U.S. is buying up all stocks that are offered. Shelled nuts continue in an unsettled condition. Importers are of the opinion that when spot stocks are reduced, prices will strengthen. New potatoes are cheaper. Large quantities of local strawberries are due next week and prices are expected to be lower. Oranges, lemons and other Southern fruits are holding firm.

Fresh meats are steady. Cured and cooked meats are higher. Butter is firm. Eggs are steady.

WINNIPEG—Excellent crop reports from the Prairie Provinces are arriving daily and all signs of pessimism have been thrown to the winds. Optimism reigns. Right on top of this comes the report that the sugar refiners have advanced their prices $2.00 per cwt., while canned food products, as well as all lines of dried fruits, are being offered to the buyers at prices much higher for opening prices than ever asked in previous years. This, of course, means that the tendencies of the markets are upward and not downward as some expected. Business has been very active this week and merchants are apparently realizing the fact that prices quoted to-day are lower than they will be later. The corn, starch and molasses market is very firm. The primary bean market is very strong, and while rain-damaged Japanese beans are being offered very freely they must not be confused with the better quality. A scarcity of barley is noted. Package cereals remain unchanged. Nutmegs and red chillies are high and very hard to obtain. Dried fruits are very high, as are also canned products and prices quoted to-day are much lower than the opening prices. No new prices have been named on jams as yet. Spot shelled almonds are good property, owing to the advancing sterling exchange affecting the price of new arriving goods. Good quality teas and coffees remain firm. New canteloupes and watermelons, as well as some lines of new vegetables, are arriving.

QUEBEC MARKETS

MONTREAL, June 25.—The grocery market is stronger this week in the staple lines. Sugar has advanced this week two dollars a cwt. Rolled oats and oatmeal have advanced in price. The price of farina is slightly higher to-day than the price of flour and this makes the quotations given on flour very strong indeed. The cost of milling flour is greater than making the cereal and an adjustment is almost sure. Canned goods are higher this week. Tomatoes, corn and peas are dearer, as are also canned fruits and jams. The advance in the sterling exchange has created a very strong market for nuts, imported dried fruits and in fact most imported lines. Japan tea is very high in price. Wrapping paper is still higher in price this week. Small lines such as candles, fly paper, and lemonade powder are quoted higher this week.

Sugar Prices Advance

Montreal.

SUGAR.—Last Wednesday, June 16, the price of sugar broke and advanced 2c a pound. For some time the sugar market has been in a peculiar situation, as pointed out by Canadian Grocer, and the price quoted has only been nominal. The new price is 2c a pound higher on granulated and on yellow sugar. The quotations given below are the latest prices quoted by the different refineries:

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	21 00
Acadia Sugar Refinery, extra granulated..	21 00
Canada Sugar Refinery	21 00
Domnion Sugar Co., Ltd., crystal granu..	21 00
St. Lawrence Sugar Refineries	21 00
Icing, barrels	21 40
Do., 25-lb. boxes	21 60
Do., 50-lb. boxes	21 40
Do., 50 1-lb. boxes	22 70
Yellow, No. 1	20 60
Do., No. 2 (Golden)	20 50
Do., No. 3	20 40
Do., No. 4	20 20
Powdered, barrels	21 10
Do., 50s	21 30
Do., 25s	21 30
Cubes and Dice (asst. tea), 100-lb. boxes..	21 60
Do., 50-lb. boxes	21 70
Do., 25-lb. boxes	21 90
Do., 2-lb. package	23 00
Paris lumps, barrels	21 60
Do., 100 lbs.	....
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	22 00
Do., cartons, 2 lbs.	23 00
Do., cartons, 5 lbs.	23 50
Crystal diamonds, barrels	21 70
Do., 100-lb. boxes	21 70
Do., 50-lb. boxes	21 80
Do., 25-lb. boxes	23 00
Do., cases, 20 cartons	22 75

Molasses Very Strong

Montreal.

MOLASSES.—Although there has been a change in the price of sugar this week, the molasses market is unchanged. The price of molasses may be expected to change during the week as a result of the change in the price of sugar. At any rate, the price of molasses, at the present time, is very strong, and an advance is expected at any time. Clark's canned molasses has advanced one dollar a doz. on the 16 oz. tins, and $2.50 per doz. on the 44 oz. tins. There is no change in the price of corn syrup this week.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	....	0 09½
Half barrels	....	0 09¾
Kegs	....	0 10¼
2-lb. tins, 2 doz. in case, case	....	6 70
5-lb. tins, 1 doz. in case, case	....	7 75
10-lb. tins, ½ doz. in case, case	....	7 25
2-gal. 25-lb. pails, each	....	3 00
3-gal. 38½-lb. pails, each	....	4 45
5-gal. 65-lb. pails, each	....	7 15
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	7 30
5-lb. tins, 1 doz. in case, case	....	8 35
10-lb. tins, ½ doz. in case, case	....	8 05
Cane Sprup (Crystal) Diamond— case (2-lb. cans)	....	8 50
Barrels, per 100 lbs.	....	12 25
Half barrels, per 100 lbs.	....	12 50
Glucose, 5-lb. cans (case)	....	6 85

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 75
Barrels	1 78
Half barrels	1 80
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	**6 00**
3-lb. tins, 2 doz. in case, case.	**8 25**
5-lb. tins, 1 doz. in case, case.	**6 80**
10-lb. tins, ½ doz. in case, case	**6 65**

Rolled Oats Advanced

Montreal.

CEREALS.—There has been a sharp advance this week in the price of rolled oats and oatmeal. Rolled oats is up 70c per barrel and also in the bags, cotton and jute. The standard oatmeal has advanced 50c on the 90 lb. bags, as has also granulated and fine. The advance on rolled oats is a very sharp one, the price quoted now being 50c and 75c higher than those quoted last week.

CEREALS—		
Cornmeal, golden granulated..	....	5 60
Barley, pearl (bag of 98 lbs.).	8 00	8 25
Barley, pot (98 lbs.)	....	7 25
Barley (roasted)	....	....
Buckwheat flour, 98 lbs. (new)	....	**6 00**
Hominy grits, 98 lbs.	....	**6 50**
Hominy, pearl (98 lbs.)	....	6 50
Graham flour	....	**6 00**
Do., barrel	....	**13 25**
Oatmeal (standard granulated)	....	7 25
Rolled Oats (bulk), 90s	....	6 50

Package Goods Quiet

Montreal.

PACKAGE GOODS. — There is no change in the price of package goods this week. The market is reported rather quiet on cereals during the holiday season. The only change that has been noted is on lemonade powders, done up in small packages. There has been an advance of 80c per dozen on some lines.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	6 50
Do., 18s	....	2 42½
Do., large, doz.	....	3 00
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-raising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Buckwheat Flour, case	....	3 60
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	7 30
Do., 20s, case	....	7 50
Self-raising Flour (3-lb. pack.) doz.	....	3 15
Do. (6-lb. pack.), doz.	....	6 20
Corn Starch (prepared)	....	0 14
Potato flour	....	0 16
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case..	....	5 50
Chinese Starch	....	7 00
Package Cornmeal	....	4 25

Imported Nuts Stronger

Montreal.

NUTS.—The price of nuts this week is stronger on the large market, as a result of the advance in stirling. As pointed out in connection with dried fruits this will mean an advance of probably 30 per cent. on values of stock supplies coming from French countries. This will mean considerable when the nuts are marketed in this country. Walnuts continue to be offered at sacrificed prices, while the peanut market is much stronger with higher prices in some localities.

Almonds, Tarragona, per lb.	0 24	0 26
Do., shelled	0 60	0 68
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 28
Chestnuts (Canadian)	....	0 27
Filberts (Sicily), per lb.	0 20	0 22
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	....	0 35
Peanuts, Jumbo	0 23	0 24
Do., extra	0 20	0 21
Do., shelled, No. 1 Spanish	0 24	0 25
Do., Java No. 1	....	0 19½
Do., salted, Java, per lb.	0 29	0 30
Do., shelled, No. 1 Virginia	0 16½	0 18
Do., No. 1 Virginia	....	0 14
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 45
Fancy splits, per lb.	....	0 40
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts	0 29	0 35
Do., new Naples	....	0 28
Do., shelled	....	0 50
Do., Chilean, bags, per lb.	....	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Canned Goods Higher

Montreal.

CANNED GOODS.—There has been a decided advance in the price of canned fruits and jam this week. Jams have all advanced 7 or 8 per cent. Canned molasses is up a $1.00 per doz. on the 16 oz. tins, and $2.50 a doz. on the 44 oz. tins. Canned tomatoes, in the 2½ lb. tins, are up 2½c per doz. There is also an advance of 2½c per dozen on canned corn. Canned peaches are up 25c per doz., and the 20 oz. cans of pears are up 10c per doz., now being quoted at $2.00. Pink salmon has declined 20c per doz., and is now quoted at $2.40.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, golden wax	....	2 00
Beans, Refugee	....	2 00
Corn (2s)	1 75	1 80
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90

Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 55
Do., 2½s	1 82½	1 97½
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-4b. tins	....	2 75
Peas, Imported—		
Fine, case of 100, case	....	27 50
Ex. Fine	....	30 00
No. 1	....	23 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	....	2 20
Do., 3s, doz.	1 80	1 95
Do., new pack	....	6 75
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-ib. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., No. 2½	4 80	5 15
Do., No. 2	....	20 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gal., "Pie," doz.	....	9 50
Do., gal., table	....	10 00
Pears, 2s	4 25	4 50
Do., 2s (light syrup)	....	1 90
Do., 2½s	....	5 25
Pineapples (grated and sliced), 1-lb. flat, doz.	....	1 90

Japan Tea Values High

Montreal.

TEA.—The first of the early pickings of Japan tea are on sale this week at prices quoted. The market is very strong at the advanced prices and reports are lacking on the second picking. Indian and Ceylon teas remain quiet and the market is somewhat easier.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 62	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop) —		
Choice (to medium)	....	0 85
Early picking	....	0 90
Finest grades	....	1 00
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—The market for coffee and cocoa is unchanged this week. The prices are very strong and the demand continues very good. Although there have been some little changes in price of imported cocoa during the last few weeks, the Canadian lines have remained unchanged.

COFFEE—		
Rio, lb.	0 33½	0 35½
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 48	0 50
Santos, lb.	0 47	0 49
COCOA—		
In 1-lbs., per doz.	....	6 25
In ½-lbs., per doz.	....	3 25
In ¼-lbs., per doz.	....	1 70
In small size, per doz.	....	1 25

Wrapping Paper Higher

Montreal.

MISCELLANEOUS.—Another advance is announced this week in the price of craft wrapping paper. The new price is 15¼c per pound. H. P. sauce is 25c higher, quoted at $3.75. Lemonade powder is 80c per doz. higher. On account of the high cost of paper fly paper has advanced 50c per box. Paraffine candles have advanced 2c per pound. Coarse salt has advanced five cents on 100 lb. bags, and ten cents on 140 lb. bags.

Dried Fruits Strong

Montreal.

DRIED FRUITS.—There has been a considerable strengthening to the dried fruit market this week. The advanced exchange on sterling has caused an increase of one-third to the cost of all goods imported from French countries or the French colonies. This means higher prices on currants and dates. An advance of 5c is expected very shortly on dates according to advice received from importers by Canadian Grocer.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 19
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	0 30	0 35
Drained Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon	....	0 45
Orange	....	0 46
Citron	....	0 68
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Muscatels, 2 Crown	....	0 23
Do., 1 Crown	....	0 25
Do., 3 Crown	0 24	0 26
Do., 4 Crown	0 19½	0 20
Fancy seeded (bulk)	....	0 25
Do., 16 oz.	0 24	0 26
Cal. seedless, cartons, 12 ounces	0 21	0 23
Do., 16 ounces	0 26	0 27
Currants, loose	....	0 20
Do., Greek (16 oz.)	....	0 24
Dates, Excelsior (36-10s), pkg.	....	0 15½
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	....	0 40
Do., 2¼s, lb.	....	0 45
Do., 2½s, lb.	....	0 48
Do., 2¾s, lb.	....	0 50
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 12
Do., Turkish, 3 crown, lb.	....	0 44
Do., 5 Crown, lb.	....	0 46
Do., 10-lb. box	....	2 75
Do., mats	....	4 75
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)		
20-30s	....	0 33
30-40s	....	0 30
40-50s	....	0 27
50-60s	....	0 23
60-70s	....	0 22
70-80s	....	0 20
80-90s	....	0 19
90-100s	....	0 17½
100-120s	0 16	0 17

Rice Market Quiet

Montreal.

RICE.—There is no change in the price of rice this week. The market is quiet and shows a tendency to be a little easier in price.

RICE—		
Carolina, ex. fancy	19 00	21 00
Do. (fancy)	....	18 00
Rangoon "B"	....	14 00
Rangoon "CC"	....	13 75
Broken rice, fine	....	10 00
Bell rice, fine	....	17 00
Tapioca, per lb. (seed)	0 12½	0 13½
Do. (pearl)	0 12½	0 13½
Do. (flake)	0 11	0 12½
Honduras, fancy	....	0 20
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Spices Unchanged

Montreal.

SPICES.—There is no change in the price of spices this week. The market is very firm. The sterling exchange, if it continues high, will likely affect the price of spices as it will effect all imported goods. Hhis, however, will not be noticeable on the retail market for some little time.

Allspice	....	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 30
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 90
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 35
Mace, pure, 1-lb. tins	....	0 95
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 45
Do., 80, lb.	....	0 43
Do., 100, lb.	....	0 40
Do., ground, 1-lb. tins	....	0 65
Pepper, black	....	0 39
Do., white	....	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	....	0 40
Do., package, 4 oz., doz.	....	0 75
Paprika	....	0 80
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 30	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

Cabbages Are Higher

Montreal.

VEGETABLES.—The only change in the price of vegetables this week is the advance in the price of cabbages and cucumbers. Cabbages are two dollars a crate higher and cucumbers are up fifty cents. There is a new line of tomatoes on the market, which are offered at a lower price than quoted last week. Mississippi flat tomatoes are offered at $3 per crate.

Beans, wax, per hamper	....	7 00
Beans, new string (imported) hamper	....	7 00
Cucumbers, hamper	....	6 50
Chicory, doz.	....	0 50
Cabbage, crate	....	8 50
Carrots, bag	....	2 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Lettuce (Montreal), head, per doz.	....	1 50
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Onions, Yellow, 75-lb. sack	....	8 00
Do., Texas, crate	....	3 00
Parsley (Canadian)	....	0 75
Peppers, green, doz.	....	0 50
Parsnips, bag	....	1 75
Potatoes, Montreal (90-lb. bag)	....	6 50
Do., New Brunswick	....	6 50
Do., sweet, hamper	3 50	3 75
Canadian Radishes, doz.	....	0 40

Spinach, box	....	0 75
Turnips, Quebec, bag	....	2 50
Do., Montreal	....	2 00
Tomatoes, hothouse, lb.	....	0 40
American parsley, doz.	....	1 50
Watercress (per doz.)	....	0 75
Lettuce (curly), 3 doz. in box	....	3 00
Tomatoes (Florida), crate	....	10 00
New Carrots, hamper	....	4 50
Shallots, doz.	....	1 00
Wash. Celery	....	2 50
New Potatoes, per barrel	....	15 00

Oranges Higher

Montreal.

FRUIT.—The fruit market has been rather quiet through the week with a few changes. Watermelons are sold this week at a lower figure, namely $1.25 each. Oranges are dearer this week, being sold at fifty and a dollar a case higher than quoted last week.

Apples—		
Russet	....	**8 00**
Ben Davis, No. 1	**6 00**	**7 00**
Apples in boxes	**5 00**	**5 50**
Bananas (as to grade), bunch	**6 00**	**7 00**
Grapefruit, Jamaican, 64, 80, 96	....	**5 00**
Do., Florida, 54, 64, 80, 96	....	**6 00**
Lemons, Messina	....	**8 00**
Oranges, Cal., Valencias	....	**9 50**
Do., 100s and 150s	....	**8 50**
Do., 176s and 200s	....	**10 00**
Cal. Navels—		
80s, 100s	....	**7 50**
126s	....	**7 00**
150s	....	**7 50**
176s, 250s	....	**8 50**
Florida, case	....	**6 00**
Cocoanuts	....	**9 75**
Pineapples, crate	....	**8 50**
Cocoanuts	....	9 75
Pineapples, crate	....	8 50
Watermelons, each	....	1 25

Hay and Grain Unchanged

Montreal.

HAY AND GRAIN.—After the decline in the price of hay last week, the market has remained firm this week. The weather is such as to predict a very good crop which will tend to lower the price of hay in the near future. The price of gain remains unchanged.

Hay—		
Good, No. 1, per 2,000-lb. ton	....	30 00
Do., No. 2	....	27 00
Do., No. 3	....	25 00
Straw	....	12 00
Oats (bulk)—		
No. 2 C.W. (34 lbs.)	....	1 47
No. 3 C.W.	....	1 46
Extra feed	....	1 46
No. 1 feed	....	1 45
No. 2 feed	....	1 43
Tough 3 C.W.	....	1 44
Barley—		
No. 3 C. W.	....	....
No. 3	....	....
No. 4 C. W.	....	....
Feed barley	....	1 60
Prices are at elevator.		
Crushed Oats, per ton	....	83 00
Ground Feed	....	74 25
Hog Feed	....	83 00
Cracked Corn	....	88 00
Crushed Oyster Shell	....	35 00

No Change on Flour

Montreal.

FLOUR.—There is no change in the price of flour this week as might be expected; the price is very firm and the market active. There is a rather peculiar situation at the present time as pointed out to Canadian Grocer. Some wheat products such as farina, are quoted higher at the present time than flour. This cannot last, and an adjustment in prices is sure to come.

Spring Wheat Flour	....	14 85
Winter Wheat Flour	....	14 00
Blended Flour	....	14 20
Graham Flour	....	14 85
Whole Wheat Flour	....	14 85
Corn Meal Flour	....	12 20

Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 55
Choice Barbadoes, barrels	....	....
West India, bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs		3 00
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Advances $2.00

Toronto.

SUGAR.—All refineries have advanced sugar $2 per hundred. Supplies are still light but refineries are booking orders for June and July delivery at prices in effect on date of shipment. The raw sugar market is slightly easier but the cost of raws laid down in Montreal is still below that quoted for refined.

St. Lawrence, extra granulated, cwt.	....	21 21
Atlantic, extra granulated	....	21 21
Acadia Sugar Refinery, extra granulated	....	21 21
Dom. Sugar Refinery, extra granulated	....	21 21
Canada Sugar Refinery, granulated	....	21 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

ONTARIO MARKETS

TORONTO, June 25.—The markets generally are ruling with a firm undertone. All refineries have advanced sugar $2.00 per hundred; supplies still light but refiners are booking orders for the balance of June and July delivery at prices in effect on date of shipment. Syrups and molasses are firm. The situation in oat and corn products continue in a firm to higher tone and manufacturers state that higher prices are inevitable. The primary markets for spices are steady with an easier tone noted on peppers. Japan teas are higher. Young Hysons are reported scarce. The coffee market is ruling firm under a quiet demand. Norwegian sardines are higher, also Keen's mustard, prepared icings and catsup. Indications point toward a scarcity of raisins before the new crop arrives. Shelled nuts are still in an unsettled condition, but importers are of the opinion that when spot stocks are reduced that the market will strengthen. New potatoes are cheaper. Southern fruits are firm.

Syrup and Molasses Firm

Toronto.

SYRUPS.—There is no change in the market for syrups. Corn syrups are firm to higher, due to the higher cost of American corn from which this product is made.

MOLASSES.—The molasses market is steady to firm. New crop molasses is just commencing to arrive at the seaboard. Aunt Dinah molasses in tins is quoted at $4.90 per case.

Corn Syrups—		
Barrels, about 700 lbs., yellow		0 10½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	7 30
Cases, 5-lb. tins, white, 1 doz. in case	....	8 35
Cases, 10-lb. tins, white, ½ doz. in case	....	8 05
Cases, 2-lb. tins, yellow, 2 doz. in case	....	6 70
Cases, 5-lb. tins, yellow, 1 doz. in case	....	7 75
Cases, 10-lb. tins, yellow, ½ doz. in case	....	7 45
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls., ¼ bbls., ½c over		
Cases, 2-lb. tins, 2 doz. in case		7 00

Package Cereals Firm

Toronto.

PACKAGE GOODS.—The situation in package cereals, especially corn and oat products, continuesin a firm tone, and that prices will be higher in view of the strong and higher market for grains is inevitable. The fact that jobbers are carrying large stocks, which they are anxious to clear up, is a factor that is keeping down prices, manufacturers claim.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	6 50
Do., 20s, square, case	....	6 50
Do., 36s, case		1 85
Do., 18s, case	....	2 42½
Corn Flakes, 36s, case	3 90	4 15
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	4 35
Cornstarch, No. 1, lb. cartons	....	0 11
Do., No. 2, lb. cartons	....	0 12½
Laundry starch	....	0 12¼
Do., in 1-lb. cartons	....	0 12¾
Do., in 6-lb. tin canisters	....	0 16½
Do., in 6-lb. wood boxes	....	0 15¾
Celluloid Starch, case	....	5 50
Potato Flour, in 1-lb. pkgs.	....	0 16
Fine oatmeal, 20s	....	6 75
Cornmeal, 24s	....	4 25
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 50
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 10
Buckwheat flour, 24s	....	4 10
Five minute Oat Food, 24s	....	3 75
Puffed Wheat, case	....	4 60
Puffed Rice, case	....	5 70
Health Bran, case	....	2 60
F.S. Hominy, gran., case	....	4 25
Do., pearl, case	....	4 25
Scotch Pearl Barley, case	....	3 50
Self-rising Pancake Flour, 30 to case	....	3 60
Do., Buckwheat Flour, 30 to case	....	3 60

Cereals Firm to Higher

Toronto.

CEREALS.—This market is unchanged with a firm to higher undertone. Manufacturers' quotations on rolled oats are higher but jobbers are still quoting at the old prices.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	9 00
Barley, pot, 98s	....	7 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 25
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	....	6 75
Oatmeal, 98s	6 25	6 50
Oat Flour	....	....
Corn Flour, 98s	....	6 75
Rye Flour, 98s	....	6 25
Rolled Oats, 90s	5 60	6 00
Rolled Wheat, 100-lb. bbl.	....	8 80
Cracked wheat, bag	....	6 75
Breakfast food, No. 1	....	9 00
Do., No. 2	....	9 00
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	0 08¾
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 11¾
Graham Flour, 98s	....	7 65
Farina, 98s	....	6 20

Spices Fairly Steady

Toronto.

SPICES.—The primary market for peppers is easier but quotations to the trade have not yet been changed. Other spices are firm with quotations steady.

Allspice	0 23	0 25
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 50
Mustard, pure	....	0 60
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s	....	0 55
Do., 80s	....	0 65
Do., 64s	....	0 75
Do., ground	0 40	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	....	0 75
Boriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric	....	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar—		
French, pure	0 85	0 90
American high-test, bulk	0 85	0 90
2-oz. packages, doz.	....	1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.	....	6 00

Young Hysons Scarce

Toronto.

TEAS.—A small shipment of early pickings, Japans, has arrived but quotations are so high that some importers are inclined to leave them alone. Seconds have not yet appeared on this market. Young Hysons are in scant supply and a scarcity is noted. No improvement has been manifest on Ceylons and Indians, the finer grades are hard to obtain while there is an oversupply of the lower grades.

Ceylons and Indians—		
Pekoe Souchongs	0 45	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	....	0 50
Japan and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 51	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Firm

Toronto.

COFFEE.—The demand for coffee is somewhat dropping off. The market, however, is quite firm. Quotations are unchanged.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	....	....
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	....	0 53
Mocha, lb.	....	0 55
Rio, lb.	0 35	0 37

Keens Mustard Higher

Toronto.

MISCELLANEOUS.—Keen's mustard has advanced; 2-ounce tins are now $1.10 per pound; 8-ounce tins are $1 per pound. Lytle's green label catsup has advanced to $2.75 per dozen. Cowan's prepared icings are $1.85 per dozen. elch's grape juice, large size, is $6.25 per dozen, and medium size is $6.25 per case of two dozen.

Norwegian Sardines Higher

Toronto.

CANNED GOODS.—There is an active demand for all varieties of canned goods and stocks are well represented. Norse Crown sardines have advanced $4 per case; the price is now $23.50 per case.

Salmon—		
Sockeye, 1s, doz.	....	4 75
Sockeye, ½s, doz.	....	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Lobsters, ½-lb., doz.	....	6 50
Do., ¼-lb. tins	....	3 90
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 95	2 00
Peas, Standard, doz.	2 25	2 50
Do., Early June, doz.	....	2 40
Do., Sweet Wrinkle, doz.	2 50	2 70
Beets, 2s, doz.	....	1 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	4 25	4 75
Asparagus butts, 2½s, doz.	....	2 50
Canadian corn	1 75	2 00
Pumpkins, 2½s, doz.	....	1 85
Spinach, 2s, doz.	....	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Pineapples, sliced, 2s, doz.	4 75	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	6 25
Peaches, 2s, doz.	....	4 15
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 35	2 45
Jams—		
Apricots, 4s, each	....	1 08
Black Currants, 16 oz., doz.	5 00	5 15
Do., 4s, each	1 30	1 35
Gooseberry, 4s, each	....	1 03
Do., 16 oz., doz.	....	4 25
Peach, 4s, each	....	1 02
Do., 16 oz., doz.	....	4 15
Red Currants, 16 oz., doz.	....	4 30
Raspberries, 16 oz., doz.	5 05	5 20
Do., 4s, each	1 35	1 40
Strawberries, 16 oz., doz.	5 25	5 40
Do., 4s, each	1 35	1 45

"ONE AND FIVE BAG LOTS"

In the report of the sugar investigation case in last week's issue it was stated that Mr. Eckardt said wholesalers could not sell sugar on a five per cent. margin in "one and five-pound bags" and make any profit. The word "pound" should not have appeared. It should have read "one and five bag lots."

Rice Market Unchanged

RICE.—There are no new developments in the market for rice. Stocks are light and the market firm to higher.

Honduras, fancy, per 100 lbs.	....	....
Blue Rose, lb.	0 20	0 20½
Siam, fancy, per 100 lbs.	....	....
Siam, second, per 100 lbs.	....	15 00
Japans, fancy, per 100 lbs.	....	0 18½
Fancy Patna	....	17 00
Chinese, XX., per 100 lbs.	....	....
Do., Simiu	....	....
Do., Mujin, No. 1	....	....
Tapioca, pearl, per lb.	0 12	0 12½
White Sago	0 12	0 12½
Do., Pakling	....	14 00

Raisins Likely to Be Scarce

Toronto.

DRIED FRUITS.—Indications point toward a scarcity of raisins before the new crop arrives, due to the fact that the U. S. will take all raisins offered. Evaporated apples are steady at 23 cents per pound. Grecian currants are arriving freely and good quality is offered at 22 to 24 cents per pound.

Evaporated apples	....	0 23
Apricots, cartons, 11 oz., 48s	....	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 18	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 70
Dromedary, 9 doz. in case	....	7 25
Fard, per box, 12 to 13 lbs.	....	3 50
New Hallowee dates, per lb.	$ 18	0 23
Figs—		
Taps-Comarde, lb.	....	....
Layer, lb.	....	....
Comarde figs, mats, lb.	....	....
Smyrna figs, in bags	....	....
Cal., 6 oz., 50s, case	....	....
Cal., 8 oz., 20s, case	....	....
Cal., 10 oz., 12s, case	....	....
Prunes—		
30-40s, 25s	....	0 31
40-50s, 25s	0 25	0 28
50-60s, 25s	....	0 22½
60-70s, 25s	....	0 20
70-80s, 25s	....	0 18
80-90s, 25s	....	0 20
90-100s, 25s	....	....
Sunset prunes in 5-lb. cartons, each	....	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	0 27	0 29
Seeded, 15-oz. packets	....	0 26
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas	....	0 26
Thompsons, Seedless	....	0 27½
Valencias	....	0 24½

Nuts Are Unsettled

Toronto.

NUTS.—The shelled nut market is still in an unsettled condition caused by the surplus stocks carried by importers which is causing a lot of competition and consequently quotations are varied. Importers are of the opinion, however, that when spot stocks are reduced that prices will stiffen.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.	....	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45

Walnuts, Bordeaux, lb.	0 29	0 30
Walnuts, Grenobles, lb.	....	0 34
Do., Marbot	....	0 30
Filberts, lb.	....	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	....	10 00
Cocoanut, unsweetened, lb.	0 38	0 40
Do., sweetened, lb.	....	0 40
Peanuts, Spanish, lb.	....	0 26½
Brazil nuts, large, lb.	0 32	0 33
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 43	0 45
Walnuts, Bordeaux, lb.	....	0 60
Do., Manchurian	....	0 60
Peanuts, Spanish, lb.	....	0 25
Do., Chinese, 30-32 to oz.	....	0 20
Brazil nuts, lb.	0 85	0 88
Pecans, lb.	....	1 10

New Potatoes Cheaper

Toronto.

VEGETABLES. — Carolina potatoes are now arriving freely and quotations are lower. No. 1 are $13.50 per barrel and No. 2 at $10 per barrel. The demand for old potatoes is falling off and quotations are $5 to $6 per bag. Mississippi tomatoes are on the market in four basket crates at $3.15. Local cabbage from Niagara is quoted at $7 to $7.50 per large crate. Other vegetables are quoted as listed below:

Potatoes, old, bag	5 00	6 00
Mushrooms, 4-lb. basket	....	4 00
Lettuce, Can., head, 2 doz. to box	3 00	3 50
Do., leaf, doz.	0 30	0 40
Cabbage, large crate	....	6 50
Green Onions, doz. bunches	0 25	0 35
Rhubarb, outdoor, doz.	0 30	0 40
Parsley, domestic, per 11-qt. bask.	1 50	2 00
Florida Tomatoes, case	....	9 00
Cucumbers, Carolina, hamper	....	6 50
Do., per 11-qt. basket	....	3 50
New Carrots, hampers	....	3 50
Asparagus, per basket	2 50	3 25
New Beets, dozen bunches	....	1 00
Wax Beans, hampers	....	4 00
Spinach, bush. box	....	0 50
Radish, doz. bunches	0 25	0 40
Onions, Texas, crates	....	2 75
New Potatoes, Carolina—		
No. 1, per barrel	....	13 50
No. 2, per barrel	....	10 00
Tomatoes, 4-bkt. crate	....	3 15
Do., hothouse, per lb.	0 40	0 45

Strawberries Plentiful

Toronto.

FRUIT.—There is a good supply of fruit arriving. Quotations are holding firm with the exception of strawberries. The quotations on strawberries this week is 25 to 30 cents per box, but large quantities are expected next week and quotations will be lower.

Oranges, Valencias—		
80s, 96s	....	6 50
126s	....	7 50
150s	....	7 75
176s, 200s, 216s, 250s	7 75	8 00
Bananas, Port Limons	....	0 10
Lemons, Cal., 300s, 360s	....	6 00
Do., Messinas, 300s	....	6 00
Do., Verdillis	....	6 00
Grapefruit, Cuban—		
64s, 80s, 96s	4 25	5 50
Grapefruit, California Seedless		
48s	....	4 00
64s, 70s, 80s, 96s, 126s	4 25	4 75
Boxed apples, all sizes	....	5 00
Strawberries, quarts	0 25	0 30
California cherries, box of 8 lbs.	....	4 50
Watermelons, 26-lb. aver., each	....	1 50
Cal. Cantaloupes, case, 45s	....	8 25
Georgia Peaches, 6-bskt. crates	....	5 00
Apricots, California, box	4 00	4 25
Plums, California, box	4 50	4 75

Flour Market Unchanged

Toronto.

FLOUR.—The flour market is firm under a quiet demand. Quotations are unchanged:

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	....	13 70
Manitoba, spring wheat flour, in jute bags, per barrel	....	15 15

WINNIPEG MARKETS

WINNIPEG, June 25.—The sugar market is firm under the recent advance of $2.00 per hundred. Syrups and molasses are very strong with indications for higher prices. There is a strong undertone in the market for starches due to the steadily increasing cost of corn. Barley is scarce. Package cereals are unchanged. Nutmegs are high and scarce. Black pepper is lower. Canned peas are practically off the market. Sago and tapioca are easier. The rice market is firm. Shelled almonds are good buying at present prices. Fresh fruits are in scant supply.

Sugar Market Firm

Winnipeg.

SUGAR.—The sugar market is decidedly firm. All refineries recently advanced their prices $2 per hundredweight. This advance is undoubtedly due to the high cost of raws, labor and transportation difficulties. Present Canadian prices for refined sugar are, however, considerably below raw sugar quotations in New York to-day, and further advances are considered likely very soon.

Redpath, granulated, 100-lb. bag.	....	22 05
St. Lawrence granulated, 100-lb. bag	....	22 05
Atlantic, granulated, 100-lb. bag.	....	22 05
Dominion, granulated, 100-lb. bag	....	22 05
Acadia, granulated, 100-lb. bag.	....	22 15
Yellow Sugar, No. 2, 100-lb. bag	21 55	21 65
Powdered Sugar, 50-lb. boxes, per cwt.	....	22 60
Icing Sugar, 50-lb. boxes, per cwt.	....	22 70
Lump Sugar, soft, 100-lb. boxes.	....	22 80
Do., hard, 100-lb. boxes, per box	....	23 00
Cubes, 100-lb. boxes, per box	....	22 70

Syrups and Molasses Strong

Winnipeg.

SYRUPS AND MOLASSES.—These markets are very strong with indications for higher prices.

CORN SYRUP—		
Cases, 2 lb. tins, white, 2 doz. in case	....	7 60
Cases, 5 lb. tins, white, 1 doz. in case	....	8 70
Cases, 10 lb. tins, white, ½ doz. in case	....	8 45
Cases, 20 lb. tins, white, ¼ doz. in case	....	8 45
Cases, 2 lb. tins, yellow, 2 doz. in case	....	7 00
Cases, 5 lb. tins, yellow, 1 doz. in case	....	8 10
Cases, 10 lb. tins, yellow, ½ doz. in case	....	7 85
Cases, 20 lb. tins, yellow, ¼ doz. in case	....	7 85
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
Above subject to a discount of 10 per cent.		
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Are Firm

Winnipeg.

STARCHES.—There is a strong undertone in the market for starches due to the steadily increasing cost of corn. An increase is not unlikely in the near future.

STARCHES		
Cornstarch, 1-lb. pkgs., per lb.	....	0 12½
Do., No. 1 quality, 1-lb. pkgs.	....	0 14
Gloss, 1-lb. pkg., per lb.	....	0 14¾
Celluloid, 1-lb. pkg., per case	....	5 65

Scarcity of Barley

Winnipeg.

CEREALS.—The primary bean market is very strong, and while rain damaged Japanese beans they are offered very freely and at lower prices. Good quality beans remain firm. The oat market is also strong, while a scarcity of barley is noted. Package cereals remain unchanged.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons.	6 00	6 50
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 60	4 00
Cornmeal, 2 doz. case, per case	....	4 00
Puffed Wheat, 3 doz, case, case.	....	4 60
Puffed Rice, 3 doz. case, 3 doz.	....	5 70
Cream of Wheat, 3 doz. case, case	....	9 00
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case.	....	3 75
BULK CEREALS		
Rolled Oats, 80s, per bag	....	5 85
Do., 40s, per bag	....	3 01
Do., 20s, per bag	....	1 56
Do., 10-8s, per bale	....	6 85
Do., 15-6s, per bale	....	7 70
Oatmeal, 98s, gran. or stand, bag	....	6 60
Wheat Granules, 98s, per bag	....	8 60
Do., 16-6s, per bale	....	9 50
Peas, whole, green, 100-lb. bag, bush.	....	6 00
Do., split, yellow, 98s, per bag	....	9 00
Do., split, yellow, 49s, per bag	....	4 60
Beans, fancy, hand picked, 100-lb. bag, bushel	....	5 30
Do., Lima, 100-lb. bag, per lb.	....	0 15¾
Barley Pot 98s, per bag	....	6 60
Do., pearl, 98s, per bag	....	8 60
Cornmeal, 98s, per bag	....	6 25
Do., 24s, per bag	....	1 62
Do., 10-10s, per bale	....	6 95
Buckwheat grits, whole, 98-lb. bags, per bag	....	11 00

Nutmegs Are Scarce

Winnipeg.

SPICES.—Nutmegs are very high and scarce. Black peppers are slightly lower in price while white pepper remains firm, with an upward tendency. Red chillies are high and are very hard to obtain.

WHOLE SPICE		
Allspice, Jamaica, best quality, lb.	....	0 23
Cassio, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 85
Ginger, washed, Jamaica, No. 1	....	0 55
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	0 90
Do., bulk, No. 1, per lb.	....	0 25
Do., No. 2, per lb.	....	0 22

GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 35
Do., No. 2, bulk, per lb.	....	0 30
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 90
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75
Cayenne, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 10
Do., No. 1, 4 oz. cartons	....	1 65
Ginger, No. 1, bulk, per lb.	....	0 58
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 95
Do., No. 2, bulk, per lb.	....	0 40
Mace, No. 1, bulk, per lb.	....	0 85
Do., No. 1, 2oz. cartons	....	1 65
Do., No. 1, 4 oz. cartons	....	2 70
Nutmeg, No. 1, bulk, per lb.	....	0 50
Do., No. 1, 2 oz. cartons	....	1 25
Do., No. 1, 4 oz. cartons	....	1 85
Pastry spice, No. 1, bulk, per lb.	....	0 40
Do., No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 80
Pickling spice, No. 1, bulk, per lb.	....	0 38
White Pepper, No. 1, bulk, per lb.	....	0 49
Do., No. 2, Singapore, per lb.	....	0 47
Black pepper, No. 1, bulk, per lb.	....	0 35
White pepper, No. 1, 2 oz. cartons	....	1 20
Do., No. 1, 4 oz. cartons	....	1 95
Black pepper, No. 1, 2 oz. cartons	....	0 95
Do., No. 1, 4 oz. cartons	....	1 60

Prunes Are Active

Winnipeg.

DRIED FRUIT.—High opening prices of prunes stimulated a demand for prunes and peaches. Merchants are apparently realizing that prices quoted today are much lower than the opening prices will be on the new crop.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 20
Currants, 90-lb., per lb.	....	0 21
Do., 8 oz. pkgs., 6 doz. case, lb.	....	0 17
Dates, Hallowee, bulk, lb.	....	0 23
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb.	....	0 17
Figs, Spanish, per lb.	....	0 16½
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	0 80
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 29	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	....	1 56
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 75
Prunes—		
30-40s, 25s, per lb.	....	0 32
40-50s, 25s, per lb.	....	0 27
50-60s, 25s, per lb.	....	0 21
60-70s, 25s, per lb.	....	0 18¼
70-80s, 25s, per lb.	....	0 17
80-90s, 25s, per lb.	....	0 17
90-100s, 25s, per lb.	....	0 16¼
In 5-lb. cartons, per carton	....	1 30
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 24
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 23
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 21
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 19
Cal., bulk, seeded, 25-lb. boxes	....	0 25½
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 21
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 28

Canned Goods to Be Higher

Winnipeg.

CANNED GOODS.—There is very little change in canned products. Canned peas are practically off the market. The demand is very good for all canned lines, caused no doubt by the retailers who thought prices would decline, but who are now realizing that the prices quoted today are much lower than the opening prices will be on the new pack.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	4 00
Do., ½s, 4 doz. case, doz.	....	7 50
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 50
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	18 50
Do., ½s, flat, 8 doz. in case	....	20 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	17 75
Cohoe, 1s, tall, 4 doz. case	....	14 50
Do., ½s, flat, 8 doz. case	....	16 50
Pink, 1s, tall, 4 doz. case	....	10 40
Do., ½s, flat, 8 doz. case	....	12 25
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 40	3 85
Blueberries, 2s, 2 doz. case	....	....
Cherries, 1s, 4 doz. case	....	11 00
Gooseberries, 2s, 2 doz. case	....	9 50
Lawtonberries, 2s, 2 doz. case	....	9 50
Peaches, 2s, 2 doz. case	....	8 50
Pears, 2s, 2 doz. case	6 50	8 30
Plums, Green Gage, 2s, 2 doz. case	....	6 15
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 75
Raspberries, 2s, 2 doz. case	9 50	9 60
Strawberries, 2s, 2 doz. case	....	10 50
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 00
Peaches, 2½s, 2 doz. case	....	13 20
Peaches, sliced, 1s, 4 doz. case	....	14 00
Do., halved, 1s, 4 doz. case	....	13 85
Pears, 1s, 4 doz. case	....	16 00
Pineapple, sliced, 2s, 2 doz. case	....	....
CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Pears, Garden Wax, 2s, 2 dz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 50
Corn, 2s, 2 doz. case	....	4 20
Peas, Standard, 2s, 2 doz. case	....	4 25
Peas, Early June, 2s, 2 doz. case	....	4 85
Sweet Potatoes, 2½s, 2 doz. case	....	6 40
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2½s, 3 doz. case	....	5 40
Spinach, 2½s, 2 doz. case	....	5 70
Tomatoes, 2½s, 2 doz. case	4 20	4 50
Do., 2s, 2 doz. case	....	3 50

Jams to Be Higher

Winnipeg.

JAMS.—No new prices on jams have been named as yet, but without doubt prices will be much higher. Recently Scotch marmalade arrived on this market and is being sold on a competitive basis with Canadian lines.

Jams, Pure—	Per tin	
Strawberry, 4s, 12 tins to case	1 20	1 35
Raspberry, 4s, 12 tins to case	1 12	1 20
Black Currant, 4s, 12 tins to case	1 12	1 20
Blended—	Per tin	
Strawberries, 4s, 12 tins to case	0 85	0 95
Raspberries, 4s, 12 tins to case	0 85	0 95

Sago and Tapioca Easier

Winnipeg.

RICE.—The tapioca and sage primary market have been easier this week, Canadian prices remain unchanged. The rice market is very firm

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 18
Do., 50-lb. sacks, lb.	....	0 18½
Siam, Elephant, 100-lb. bags	....	0 15½
Do., 50-lb. bags, lb.	....	0 15¼
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 12
Do., in less quantities, lb.	....	0 12½
Tapioca, pearl, per lb.	0 12½	0 13¼

Shelled Almonds Firm

Winnipeg.

NUTS.—Spot shelled almonds are good property owing to advancing sterling exchange affecting the price of newly arriving goods. Reports from growing countries state that the new crop should be a bumper one. This of course will not affect the almond situation as far as Western Canada is concerned this fall as new goods will not reach this market in time for the Christmas trade.

NUTS, Shelled		
Almonds, per lb.	0 63	0 65
Spanish Peanuts, No. 1, per lb.	....	0 24½
Pecans, per lb.	....	1 15
Walnuts, per lb.	0 64	0 65
Nuts in shell		
Peanuts, roasted, Jumbo, per lb.	....	0 25
Almonds, per lb.	....	0 35
Filberts, per lb.	....	0 30
Walnuts, per lb.	0 25	0 35
Pecans, per lb.	....	0 32

Good Quality-Teas Firm

Winnipeg.

TEAS.—The values for good and fine teas are fully maintained and are likely to continue because the supply of such grades is not equal to the demand. The outstanding fact is, however, that good and fine teas continue to command full prices, and as the proportion of such teas available is small everything points out to the demand being fully equal to the supply. There may be renewed activity in the tea market sooner than appears at present.

INDIA AND CEYLON—		
Pekoe Souchongs, best quality	0 48	0 60
Do., common quality	0 44	0 45
Pekoes, best quality	0 49	0 53
Do., common quality	0 45	0 47
Broken Pekoe, best quality	0 52	0 60
Broken Orange Pekoe, best qlty.	0 58	0 68
Japan, best quality	0 52	0 60
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee Remain Steady

Winnipeg.

COFFEE.—The new crop of Santos coffees are expected to arrive around the month of November or December. Prices are quoted about ½ to ¾ cent below the price asked for present crop. This is not so long as expected and has a tendency to firm up price on all stocks.

COFFEES—		
Santos, roasted, best grade	....	0 45
Bourbon, roasted, best grade	....	0 46
Jamaica, roasted, best grade	....	0 52
Mexican, roasted, best grade	....	0 54
Maracaibo, roasted, best grade	....	0 52
Bogotas, roasted, best grade	....	0 56

Fruit in Scant Supply

Winnipeg.

FRUIT.—The fruit supply is very light and not sufficient to meet the demand. The first shipment of cantalopes and watermelons arrived this week and are quoted at $10 a case for standard 45s, while watermelons are being offered to the trade at 10 cents per pound. Native rhubarb is arriving, as well as California peaches and plums. Bananas increased one cent per pound and are now selling at 14 cents per pound. Gordonhead strawberries are expected to arrive the first of the week.

FRUITS—		
Valencia Oranges, 100s	....	7 25
Do., 126s to 150s	....	8 00
Do., 176s to 200s	....	9 00
Do., 216s to 250s	....	9 00
Lemons, Cal. per case	7 50	8 00
Bananas, per lb.	....	0 14
Washington apples, Winesaps, box	....	5 00
Cherries, 10-lb. boxes, Royal Ann	....	4 50
Do., Bingos	....	5 00
Strawberries, 24 pts.	....	9 50
Peaches, Cal., case	....	4 00
Plums, per case	7 00	5 50
Cantaloupe, Stand., 45s, per case	....	10 00
Do., flats, 12s to 15s, per case	....	4 00
Watermelon, per lb.	....	0 10
Cocoanuts, per doz.	....	1 75
Dates, 36 pkgs. to case	....	7 25
Figs, per case	....	4 00
Do., 10-lb. boxes	....	3 50

Weekly Market Reports by Wire

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., June 24.—Markets kept fairly steady during the week. Sugar advanced $2.00 per hundred; granulated is now quoted at $21.10, and yellow at $20.60. Bananas have increased ½ cent per pound. Flour has advanced 25 cents per barrel. Fresh eggs have decreased, now quoted at 48 cents. Creamery butter is up one cent per pound. Oats have advanced from $1.58½ to $1.64½ per bushel. American clear pork has declined $2.00 per barrel.

Flour, No. 1 patents, bbl., Man.	....	16 50
Cornmeal, bags	....	5 25
Rolled Oats, per bag	....	6 75
Rice, Siam, per 100 lbs.	....	15 75
Tapioca, 100 lbs.	....	17 00
Molasses (extra fancy Barbadoes)	....	1 75
Sugar, standard, granulated	....	21 10
Do., No. 1, yellow	....	20 60
Cheese, Ont., twins	....	0 33
Eggs, fresh, doz.	....	0 48
Lard, pure, lb.	....	0 31
Lard, compound	....	0 30
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 42
Do., aver. 12-18 lbs.	....	0 42
Do., aver. 18-25 lbs.	....	0 40
Roll bacon	....	0 34
Butter, creamery, per lb.	0 57	0 58
Do., dairy, per lb.	....	0 52
Do., tubs	....	0 50
Raspberries, 2s, Ont., doz.	....	4 90
Peaches, 2s, standard, doz.	....	4 50
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	2 15
Apples, gal., N.S., doz.	....	4 80
Strawberries, 2s, Ont., doz.	....	4 90
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	11 00
Do., Cohoes	....	16 00
Do., Chums	....	8 00
Evaporated Apples, per lb.	....	0 21
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, per 90-lb. bag	....	6 50
Beans, white	....	5 00
Do., Yellow Eye	....	7 00
Lemons, Cal., case	....	6 50
Grapefruit, Cal., case	5 00	5 50
Bananas, per lb.	....	0 10½
Oats, per bush.	....	1 64½

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 24.—Business is keeping fairly good and collections are up to the average. Sugar advanced $2.00 per hundred, and supplies are coming much better. There is a big demand for condensed milk and cream owing to strike of farmers in neighboring counties against daylight time deliveries. Strike has caused butter to slump. Creamery butter is quoted at 58 cents, dairy at 53 cts., and expected to be lower. Granulated cornmeal is 50 cents per bag higher. Rolled oats are up to $14.00 per bag. Canned peaches and apples are also higher. Salmon, pinks and chums, are easier. Potatoes are holding firm at $9.50 to $10.00 per bag.

Flour, No. 1 patents, bbls., Man.	....	16 60
Cornmeal, gran., bags	....	6 75
Cornmeal, ordinary	....	4 95
Rolled oats	....	14 00
Rice, Siam, per 100 lbs.	....	15 50
Tapioca, 100 lbs.	13 50	15 00
Molasses	....	1 75
Sugar—		
Standard, granulated	....	21 10
No. 1 yellow,	....	20 60
Cheese, N.B.	0 32½	0 33
Eggs, fresh, doz.	0 48	0 50
Lard, pure, lb.	0 30	0 31
Lard, compound	0 28½	0 29½
American, clear pork	52 00	55 00
Tomatoes, 2½s, standard case	....	4 25
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 58
Do., dairy, per lb.	....	0 53
Do., tub	....	0 50
Raspberries, 2s, Ont., case	4 00	4 45
Peaches, 2s, standard, case	7 45	7 50
Corn, 2s, standard, case	....	3 80
Peas, standard, case	....	4 15
Apples, gal., N.B., doz.	4 75	5 00
Strawberries, 2s, Ont., case	....	....
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 50
Do., Cohoes	15 00	15 50
Do., Chums	....	8 00
Evaporated Apples, per lb.	0 21	0 21½
Do., Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	9 50	10 00
Lemons, Cal., case	7 00	7 50
Grapefruit, Cal., case	5 00	5 50
Do., Florida	8 00	9 00
Apples, Western, box	5 50	6 50
Bananas, per lb.	0 10	0 11

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 24.—B. C. sugar advanced $2.00 per hundred, but jobbers are selling at open prices until more information is received regarding profit allowed. H. P. sauce advanced 25 cents per dozen. New citron peel is quoted at 70 cents per pound. Ceylon cocoanut has declined, now quoted at 30 cents per pound, case lots. Roasted peanuts are easier, selling at 19 to 21 cents. Eggs are easier and lower figures are expected. One Eastern pack strawberry jam, 4s, quoted at $18.12 per case. B. C. strawberries are $6.50 per crate. Oranges are 25 cents per case higher.

Flour, 96s, per bbl.	....	14 60
Beans, B.C.	8 00	8 50
Rolled oats, 80s	....	5 80
Rice, Siam	....	14 00
Japan, No. 1	15 50	17 00
Tapioca, lb.	0 10½	0 12
Sago, lb.	0 11	0 13
Sugar, pure cane, granulated, cwt	....	21 97
Cheese, No. 1, Ont., large	....	0 32
Butter, creamery, lb.	....	0 59
Do., dairy, lb.	0 38	0 42
Lard, pure, 3s	17 60	18 00
Eggs, new laid, local, case	....	12 50
Tomatoes, 2½s, standard, case	4 60	5 00
Corn, 2s, case	4 25	4 50
Peas, 2s, standard, case	4 20	4 75
Strawberries, 2s, Ontario, case	....	10 30
Raspberries, 2s, Ontario, case	....	10 60
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 21½	0 24
Do., 25s, lb.	0 21	0 23
Peaches, evaporated, lb.	....	0 28
Do., canned, 2s	....	7 50
Prunes, 90-100s	....	0 18
Do., 70-80s	....	0 19
Do., 50-60s	....	0 20
Do., 30-40s	....	0 30
Do., 20-30s	....	0 33
Raisins, bleached Sultanas	....	0 27
Do., bulk, seedless	....	0 29
Do., package, 11 oz.	....	0 21
Oranges	7 75	8 25

VANCOUVER

Vancouver, B. C., June 24.—Sugar advanced $2.00 per hundred. Local strawberries are $6.00 to $6.50 per case. Gordon Head berries are on the market. Cucumbers are weaker, now quoted at $2.00. Fresh eggs are selling at 54 cents per dozen. An advance is expected on sweet biscuits, confectionery, etc., owing to advance on sugar.

OMIT ALL THOUGHT OF FUTURES

Continued from page 39

ness by way of net earnings. Any other kind would be dangerous and detrimental to him.

What he needs first is to stop buying. That is literally what I mean. He should right now cut out all purchasing except the barest little fill-ins. The situation is desperate. If he is not to come a cropper into bankruptcy, he must take to desperate measures. But these measures which may seem drastic to him now, will look not only sensible but mild as time goes on and he gets the right angle on his present troubles. Cut out buying. Omit all thought of "futures" in any line. Forget that there ever was such a thing as unearned increment on "fortunate purchases."

Next, revise prices radically upward. Study this end of the business as never before, and remember that because a thing has always been a certain way is often the very best reason why it should be changed.

Work and Save

Let him set himself to work more diligently than ever. This not to keep more books, but to handle merchandise. Wait on trade yourself. Watch it. Get close to it. Learn its every preference and reaction to values and prices. Cut out every item of expense that can be done away with. If certain lines or departments seem to demand certain expenses, dig into them to see if, after all, they are profitable. Maybe you can cut out lots of things that to-day are not paying their way.

Collect rigidly. Mainly, begin collecting at the right end of the transaction—before the goods leave your store. That means, quit being "easy" with customers. Demand cash from all who are not most exactly prompt in their payments, and scrutinize all of them to see, coldly, detachedly, whether they could be forced to pay if need be. Curtail book accounts and have none—not one—that does not turn once monthly.

Do lots of things you never have thought possibleor something will happen to you which you do not want to be possbile. Get down to brass tacks.

Remember, lastly, that this is written with thought only for your own good.

Sales of Cheese and Bacon to Tourists Are Heavy

James Juby, Charlotte Street, Peterboro, Ont., Sells Approximately 2,000 Pounds of Cheese in the Summer Months—Sales of Sides of Bacon Whole Are Also a Feature in the Summer.

WITH his store on Charlotte Street, Peterboro, Ont., so situated as to make it convenient for tourists in the summer months, waiting from one train to another, James Juby has built up sales in cheese, bacon and canned goods that constitutes a feature in his year's turnover. Summer sales of cheese total approximately 2,000 pounds, Mr. Juby told Canadian Grocer on the occasion of a recent interview. This business has developed from the fact that Mr. Juby's store is in close proximity to the Grand Trunk station, where the train is taken for the Kawartha lakes. Mr. Juby has done considerable business with trainmen, and he attributes the development of this summer trade primarily to them, who first recommended his store to tourists. He has been in business six years, and this trade has grown steadily in that time, one tourist telling another, and a reputation for reliable goods, all helping in its growth. Cheese sales are made, both with tourists going to the lakes, and also on their return, many Americans taking home a supply with them.

Mr. Juby makes it a point of always having a stock of old cheese, and in the summer months, when other merchants have only the freshly ade, he can supply the lovers of old cheese. Attention to this particular feature of a cheese trade has meant much for increased sales. He keeps cheese from one to two years, buying in the summer for the next year, and very often for the year after.

Selling Bacon Whole

"We sell a lot of bacon to people passing through Peterboro to the lakes in the summer months," Mr. Juby added. "It is not unusual for us to sell sides of bacon to these summer resorters. They buy the whole side rather than take just a few pounds. Last summer we sold as many as ten sides weekly in this way." Mr. Juby also does a considerable trade in bacon with townspeople, in addition to this transient business. He has a meat slicer that he declares he could not get along without. "Customers will go blocks in order to get their bacon sliced with a meat slicer, rather than with an ordinary knife," he added. "There is no doubt but a meat slicer helps business in bacon, and it is not long before it pays for itself. It certainly is a piece of equipment that I would not be without."

Cooked Meats Good Sellers

Cooked meats are also a big sale in the Juby store. The transient trade in cooked meats in this store is large in the summer season. Not only does Mr. Juby sell a lot of cooked meat to tourists, but the location of his store is such that it catches a lot of people in the western and southern parts of the city who, in the afternoons, are shopping downtown, and also people who every day pass his store, going to and from their business. Getting the catch trade is an important feature in the business of Mr. Juby.

Increased Exports Remedy for English Exchange

Sir Herbert E. Morgan, Director of Lord Leverhulme's Companies, and J. W. Dunwoody of Winnipeg, Address Gathering in London, England.

London, Eng.—(Special to Canadian Grocer.)—At the 83rd meeting and dinner of the above association held at the Holborn Restaurant, Kingsway, London, on Thursday, May 20th, a most interesting address was delivered by Sir Herbert E. Morgan (director in Lord Leverhulme's companies), on subject of "The Organization of New Territory."

Stating that the only way out of the present exchange situation lay through increased production combined with increased exports, Sir Herbert emphasized the tremendous opportunities in the newer fields of commerce which awaited the British manufacturer.

Commenting humorously on his early experiences in selling, the speaker referred to the time when he sold cigars in the Province of Manitoba.

Upon the conclusion of Sir Herbert Morgan's address, J. M. Dunwoody, of the Stroyan-Dunwoody Co., wholesale grocery brokers, Winnipeg, Man., who was present as the guest of the association, was called upon to present the Canadian view on the subject under discussion.

Mr. Dunwoody received an enthusiastic reception. He dwelt upon the strong sentiment in favor of British goods which was now evident in Canada.

Pointing out that of Canada's imports, almost 80 per cent. came from the United States, the speaker said that, while certain products had to be obtained from the United States on account of climatic conditions, etc., there was no doubt that American manufacturers were securing a large amount of business through their aggressive selling and publicity methods, combined with their readiness to adapt themselves to meet Canadian requirements.

The present exchange situation was a further incentive to Canadian buyers to purchase British goods and although manufacturers in many lines were booked up with orders for months ahead and were further handicapped by the difficulty of obtaining raw materials, Mr. Dunwoody urged them to allocate a proportion of their output to Canada in order that the market might be held until conditions became easier.

A general discussion followed, after which a hearty vote of thanks to the speakers was passed.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 25.—The product market this week is very firm with a good demand. The price of butter has advanced 2c a pound while the price of cheese remains firm, although the market on a large scale appears to be weaker. This is only on the new cheese which is not being marketed at the present time. Eggs are a cent a dozen cheaper this week on account of a very good supply being offered. There is a shortage of fresh halibut this week on account of transportation troubles, but frozen fish is in good supply at slightly easier prices. There is no change in the price of meats or shortening. The market is active and prices quoted are very firm.

No Change on Fresh Meats

Montreal.

FRESH MEAT.—There is no change in the price of fresh meat. The market remains firm and is very active. The demand is good and lower prices cannot be expected.

FRESH MEATS

Hogs, live (selects)	0 21
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 30½
Fresh Pork—	
Legs of pork (foot on)	0 35
Loins (trimmed)	0 42½
Loins (untrimmed)	0 38
Bone trimmings	0 30
Trimmed shoulders	0 32
Untrimmed	0 28
Pork Sausage (pure)	0 26
Farmer Sausage	0 20

Fresh Beef—

(Cows)			(Steers)	
$0 23	$0 30	Hind quarters	$0 28	$0 34
0 14	0 18	Front quarters	0 14	0 18
....	0 40	Loins	....	0 46
....	0 28	Ribs	....	0 32
....	0 18	Chucks	....	0 17
....	....	Hips	....	0 35

Calves (as to grade)	0 22 0 28
Spring lamb, carcass	0 32
Fresh sheep, carcass	0 22 0 30
Frozen lamb, carcass	0 32

Hams Slightly Higher

Montreal.

SMOKED MEATS.—The market for smoked meats is good and the prices remain firm with no change this week except on hams. The best breakfast bacon is offered at 56 cents a pound and smoked hams are selling at 45 and 46 cents a pound, which is a cent higher than prices previously quoted. The cause is the increased demand for hams during this season.

BACON—		
Breakfast, best	0 46	0 56
Smoke Breakfast	0 31	0 44
Cottage Rolls	....	0 38
Picnic Hams	....	0 29
Wiltshire	....	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 46
Do., 14-20	....	0 46
Do., 20-25	....	0 40
Do., 25-35	....	0 35
Over 35 lbs.	....	0 34

Cooked Meats in Big Demand

Montreal.

COOKED MEATS.—The demand for cooked meats continues large with the summer season. As a result the market is very firm at prices quoted last week which were slightly advanced. Continuing through the summer season a strong market for cooked meats is to be expected.

Jellied pork tongues	....	0 47
Jellied Pressed Beef, lb.	....	0 33
Ham and tongue, lb.	....	0 38
Veal and tongue	....	0 35
Hams, cooked	0 55	0 59
Shoulders, roast	....	0 50
Shoulders, boiled	....	0 43
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 15	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 18
Ox tongue, tins	....	0 65

A Firm Market for Lard

Montreal.

LARD.—The prices on lard are unchanged this week. The demand is good and the market is very firm. Tierces are sold at 29 cents and bricks at 31 cents.

LARD—		
Tierces, 360 lbs	....	0 29
Tubs, 60 lbs.	....	0 29¼
Pails, 20 lbs.	....	0 29¾
Bricks	....	0 31

Shortening Prices Hold

Montreal.

SHORTENING.—There is no change in the price of shortening this week. The demand is fair and the market remains firm.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 27½
Tubs, 50 lbs., per lb.	....	0 27¾
Pails, 20 lbs., per lb.	....	0 28
Bricks, 1 lb., per lb.	....	0 28¼

Barrel Meats Unchanged

Montreal.

BARREL MEATS. — There is no change in the price of barrel meats this week; the demand is not great for home consumption but there is considerable exportation at the present time. The market remains quiet with no change in prices.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut bbl.), 30-40 pieces	....	57 00
Clear fat backs (bbl.), 40-50 pieces	....	56 00
Heavy mess pork (bbl.)	....	52 00
Plate Beef	....	28 00
Mess Beef	....	25 00
Bean Pork	....	48 00

Margarine Market Quiet

Montreal.

MARGARINE.—The demand for margarine is steadily falling off and prices vary as to quality and brand. The price of margarine at the present time varies from 32 to 35 cents a pound.

MARGARINE—		
Prints, according to quality, lb.	0 32	0 35
Tubs, according to quality, lb.	0 31	0 34

Cheese Prices Weaker

Montreal.

CHEESE.—The cheese market is a little weaker this week. The prices, although not definitely changed, are easier. New cheese is sold at 30 to 31 cents, and old cheese is offered at 34 to 36 cents per pound.

CHEESE—		
New, large, per lb.	0 30	0 31
Twins, per lb.	....	0 31
Triplets, per lb.	....	0 31
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	....	0 35
Quebec	0 30	0 31

Eggs Are Cheaper

Montreal.

EGGS.—The price of eggs is one cent a dozen cheaper this week. The supply is very good and prices look to be still lower during the week. The present price is 53 cents per dozen.

Butter Two Cents Higher

Montreal.

BUTTER.—There are still higher prices quoted this week on fresh butter. As Canadian Grocer pointed out some time ago, the American market is affecting the prices here in that the demand for exportation is great with higher prices across the border. The prices quoted this week are 2 cents a pound higher than those given last week.

BUTTER—		
Creamery prints, qual., new	....	0 57
Do., solids, quality, new	....	0 56
Dairy, in tubs, choice	....	0 50
Dairy, prints	....	0 51

Halibut Reported Scarce

Montreal.

FRESH FISH.—On account of the bad weather during last week and the car shortage there is no fresh halibut on the market early in the week. There is a good supply of frozen halibut, however. Haddock and cod are in good supply. Gaspe and Restigouche salmon are coming in more freely and the price has declined. Lake trout is rather scarce this week.

FRESH FISH

Haddock	....	0 07
Steak cod	..	0 10
Market cod	....	0 06
Mackerel	....	0 15
Flounders	....	0 10
Prawns	....	0 50
Live Lobsters	....	0 35
Skate	....	0 12
Shrimps	....	0 40
Whitefish	....	0 20
Shad	....	0 18
Gaspé salmon	....	0 40
Halibut	....	0 23
Gaspereaux, each	....	0 04
Whitefish	....	0 20
Lake trout	....	0 22
Brook trout	....	0 50
Pike	....	0 12
Perch	....	0 13
Fresh eels, per lb.	....	0 14
Fresh Herrings, each	....	0 08

FROZEN FISH		
Halibut, large and chicken	....	0 16
Halibut, Western, medium	....	0 23
Haddock	0 07	0 08
Mackerel	0 15	0 16
Doree	....	0 17
Smelts, No. 1, per lb.	0 17	0 18
Smelts, extra large	....	0 25
Smelts (small)	0 09	0 10
Pike, headless and dressed	....	0 12
Market Cod	0 06	0 06½
Whitefish, small	0 12	0 13
Sea Herrings	0 06	0 07
Steak Cod	0 08½	0 09
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	....	0 12
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings	....	0 06
B.C. Red Salmon	....	0 19
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	5 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	....	0 15½
SMOKED		
Finnan Haddies, 15-lb. box	....	0 13
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35

Little Change in Poultry

Montreal.

POULTRY.—The poultry market remains, as usual week, but chickens are offered at a little lower price. The offerings are not large, but the price demanded is 43 cents a pound for chickens and 55 cents a pound for turkeys.

POULTRY (dressed)— (Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 38	0 43
Chickens, roasting (milk fed)	0 42	0 45
Ducks—		
Brome Lake (milk fed green)	....	0 47
Young Domestic	....	0 42
Turkeys (old toms), lb.	....	0 55
Do. (young)	....	0 58
Geese	....	0 34
Old fowls (large)	....	0 39
Do. (small)	0 32	0 34

ONTARIO MARKETS

TORONTO, June 25.—There is practically no change in the market for fresh meats. Quotations on fresh cuts are steady while live hogs are up about 25 cents per hundred. Cured meats are in a strong market. A scarcity is noted for hams and back bacon. Quotations on hams and bacon are up one cent per pound. There is an active demand for cooked meats, boiled hams, shoulders and jellied ox tongue are up two cents per pound. There are now large quantities of butter going into storage which has had a tendency to firm up the market. The cheese market is easier with quotations two cents per pound lower. Eggs are steady. Lard is up one cent per pound. Shortening and margarine are unchanged. The fish and poultry markets are unchanged.

Fresh Meats Steady

Toronto.

FRESH MEATS.—There is practically no change in the market for fresh meats. Quotations are steady on fresh cuts, while live hogs are up about 25 cents per hundred.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	26 00	28 00
Live off cars, per cwt.	19 50	19 75
Live, fed and watered, per cwt.	19 25	19 50
Live, f.o.b., per cwt.	18 25	18 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 39
Loins of pork, lb.	....	0 43½
Fresh hams, lb.	....	0 41
Tenderloins, lb.	....	0 60
Spare ribs	....	0 19
Picnics, lb.	....	0 27
New York shoulders, lb.	....	0 30
Boston butts, lb.	....	0 36½
Montreal shoulders, lb.	....	0 30½
Fresh Beef—from Steers and Heifers		
Hind quarters, lb.	0 28	0 31
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 28	0 32
Chucks, lb.	0 18	0 20
Loins, whole, lb.	0 36	0 40
Hips, lb.	0 26	0 28
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 30	0 32
Sheep, whole, lb.	0 18	0 24

Above prices subject to daily fluctuations of the market.

Hams and Bacon Up One Cent

Toronto.

PROVISIONS. — There is a strong market for cured meats, particularly on hams and back bacon, upon which a scarcity is noted for these two lines. Quotations on all bacon and hams are up one cent per pound:

Hams		
Medium	0 44	0 47
Large, 20 to 25 lbs. each, lb.	....	0 42
Heavy, 25 lbs. upwards, lb.	....	0 33½
Backs		
Skinned, rib, lb.	0 50	0 51
Boneless, per lb.	0 55	0 58
Bacon		
Breakfast, ordinary, per lb.	0 43	0 46
Breakfast, fancy, per lb.	0 49	0 53
Roll, per lb.	0 31	0 32
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 29½
Fat backs, 10 to 12 lbs.	....	0 26
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	....	50 00
Short cut backs, bbl. 200 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs:—		
Heavy	....	....
Lightweight	....	62 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Higher

Toronto.

COOKED MEATS.—There is an active demand for cooked meats with a scarcity on hams. Boiled hams have advanced. Quotations are 63 to 65 cents per pound, according to the trim. Boiled shoulders are up two cents per pound and jellied ox tongue is also up two cents per pound.

Boiled hams, lb.	0 63	0 65
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	....	0 52
Head Cheese, 6s, lb.	....	0 14
Choice, jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 52

Above prices subject to daily fluctuations of the market.

Butter Prices Higher

Toronto.

BUTTER.—There are now large quantities of butter going into storage which has had a tendency to firm up the market. Quotations are two to three cents per pound higher:

BUTTER—		
Creamery prints	0 58	0 61
Dairy prints, fresh, lb.	0 50	0 55

Cheese Market Easier

Toronto.

CHEESE.—Good quality new cheese is coming forward in good supply and quotations are one to two cents per pound lower. New cheese is quoted to the trade at 31 cents per pound. Old cheese is still in fair supply at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	....	0 31
Stilton	0 34	0 35

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Egg Market Steady

Toronto.

EGGS. — The market for eggs is steady, although the quotations for extra selects are up one cent per dozen. Dealers state that the amount required for storage is about complete and this fact will have the effect of steadying the market.

EGGS—		
Fresh, selects	....	0 55
Fresh	....	0 53
Fresh selects in cartons	....	0 58

Prices shown are subject to daily fluctuations of the market.

Margarine Unchanged

Toronto.

MARGARINE.—There is no feature in this market. Quotations are unchanged and the demand is light:

MARGARINE		
1-lb. prints, No. 1	0 36	0 37
Do., No. 2	....	0 35
Do., No. 3	....	0 30
Nut Margarine, lb.	0 33	0 35

Shortening Prices Hold

Toronto.

SHORTENING.—There is no change in the market for shortening. The demand is normal and quotations are as follows:

SHORTENING—		
1-lb. prints	0 28	0 29
Tierces, 400 lbs.	0 26½	0 27

Lard Up One Cent

Toronto.

LARD.—Quotations on lard have advanced one cent per pound. There is rather a quiet demand noted.

Tierces, 400 lbs.	0 28	0 29

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Fresh Fish Arriving Freely

Toronto.

FISH.—Fresh fish is arriving freely and a good demand noted. Fresh trout is quoted at 16 to 17 cents per pound. Whitefish at 18 to 19 cents and mackerel at 12 to 13 cents per pound.

FRESH SEA FISH.		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 4½	0 07

Haddock, heads off, lb.	....	
Do., heads on, lb.	....	0 09½
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	....	....
Flounders, lb.	0 08	0 10
Fresh Trout, lb.	0 16	0 17
Fresh Mackerel	0 12	0 13
FROZEN FISH		
Halibut, chicken	0 16	0 17
Do., Qualla	....	0 09½
Flounders	....	0 08½
Pike, round	....	0 08
Do., headless and dressed	....	0 09
SMOKED FISH		
Haddies, lb.	....	0 18
Fillets, lb.	....	0 18
Kippers, box	....	2 40

Poultry Supplies Good

Toronto.

POULTRY.—Supplies of poultry are arriving in sufficient quantities to meet the demand. The market is steady and quotations are unchanged:

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	....- 0 35	....- 0 40
Roosters	....- 0 22	....- 0 25
Fowl, over 5 lbs.	....- 0 32	....- 0 32
Fowl, 4 to 5 lbs.	....- 0 28	....- 0 28
Fowl, under 4 lbs.	....- 0 26	....- 0 26
Ducklings	....- 0 35	....-....
Guinea hens, pair	....- 1 25	....- 1 50
Spring chickens, live	....- 0 55	....- 0 65

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 35
Do., light	0 32
Chickens, spring	0 70
Ducklings	0 45

WINNIPEG MARKETS

WINNIPEG, June 25.—Reports this week show the hog market very steady. There are no changes in either ham or bacon. Cooked meats are very active and are in good demand at this season of the year. The butter market is firm, while cheese remains unchanged. Egg supplies are good with no change in lard or shortening. Fish market remains active.

Hog Market Steady

Winnipeg.

FRESH MEAT. — The hog market is steady with an active demand. Prices are unchanged.

HOGS—		
Selected, live, cwt.	....	18 50
Heavy, cwt.	....	16 50
Light, cwt.	....	16 00
Sows, cwt.	....	14 50

Hams and Bacon Steady

Winnipeg.

PROVISIONS.—Hams and bacon are ruling steady at unchanged prices.

HAMS—		
8 to 16 lbs., per lb.	....	0 51
16 to 20 lbs., per lb.	....	0 46½
Boneless, 8 to 15 lbs., per lb.	....	0 52½
Skinned, 14 to 18 lbs., per lb.	....	0 49
Do., 18 to 22 lbs., per lb.	....	0 48
BACON—		
Backs, 5 to 12 lbs., smoked	....	0 61½
Do., 12 to 16 lbs., smoked	....	0 58
Do., 10 to 14 lbs., skinned and peamealed	....	0 59½
Do., 4 to 10 lbs., sliced	....	0 61½
Cottage rolls, boneless	....	0 41½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS. There is an active demand for cooked meats. Prices are unchanged.

COOKED MEATS—		
Ham, best quality, skinned, lb.	0 65½	0 67½
Do., roast, lb.	....	0 67½
Boiled Boulder	0 49	0 51
Head Cheese, in 1-lb. tins	....	0 21
Do., in 4-lb. tins, lb.	....	0 18
Jellied Beef Tongue, lb.	....	0 68
Jellied Pork Tongue, lb.	....	0 63
Baked Luncheon Loaf, lb.	....	0 24

Butter Market Firm

Winnipeg.

BUTTER.—There is a firm tone in the market for butter. Dairy butter is arriving in better supply and quoted at 46 cents per pound.

Creamery, best table grade	....	0 59
Dairy butter, best table grade	....	0 45
Margarine	0 37	0 39

Cheese Market Unchanged

Winnipeg.

CHEESE.—There has been practically no change in market for cheese. Prices remain unchanged.

CHEESE—		
Ontario, large, per lb.	....	0 33
Do., twins, per lb.	....	0 33½
Manitoba, large, per lb.	....	0 30
Do., twins, per lb.	....	0 31

Eggs in Good Supply

Winnipeg.

EGGS.—Shipments of eggs are arriving in good supply. Farm eggs are quoted at 49 cents per dozen and fresh candled at 44 cents.

No Change in Lard

Winnipeg.

LARD.—There is no charge noted in the lard market. Quotations are as follows:

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	....	0 29
Do., wooden pails, 20-lb. pails.	....	6 30
Shortening, wooden pails, 20-lb. pail, per pail	....	6 05
Do., tierces of 400 lbs., per lb.	....	0 27¾

Fresh Fish Active

Winnipeg.

FISH.—The fresh fish market has been very active. No change in quotations

FRESH FISH		
Fresh Whitefish, per lb.	....	0 16
Fresh Halibut, per lb.	....	0 22
Fresh Salmon, per lb.	....	0 34
Fresh Pickerel, per lb.	....	0 15
Fresh Lake Superior White Fish	....	0 22
Fresh Trout	....	0 22

Should Popularize Pink Salmon

In an interview with Fred Gosse, manager of the Harry Hall Co., Limited, Vancouver, he stated that the packers of salmon are very desirous that the packing trade, both wholesale and retail assist in popularizing ping salmon, which is excellent food and worthy of more attention. "Especially is it more necessary to push the sale of the pink salmon," said Mr. Gosse, "in view of the failing sockeye supply, and the packers are insisting that buyers take a proportion of pink salmon, along with their allotment of sockeye."

BOARD REPORTS USELESS LABOR

Continued from page 35

E. H. BURTT, WOODSTOCK, N.B.—"This order will be of no benefit whatever to the grocery trade, and if grocers cannot keep track of their business without all this unnecessary cost, then they had better get out of the business. If this order is enforced we will have to hire a bookkeeper, which will add to the cost of doing business and naturally prices will have to go up."

H. J. GOULD, UXBRIDGE, ONT.—"This order may encourage grocers to know more about their business, but I am very doubtful. To get the information required we would have to hire extra clerks and office hands and that would be costly. With our present staff we could perhaps give the cost and selling price but it is impossible to fill in the form."

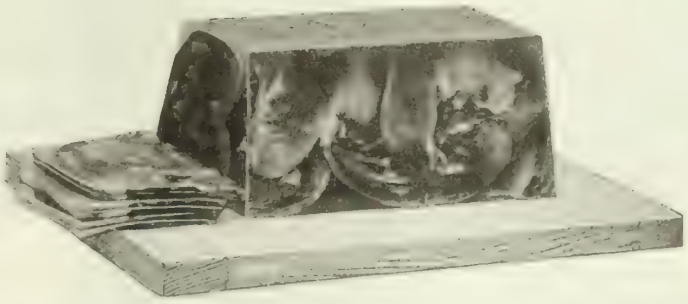
HELWIG BROS., MILDMAY, ONT.—"We do not think it will be of any benefit to the public and will only be a waste of money to get the information. We have spoken to other merchants here and they are of the same opinion."

J. A. RITCHIE & CO., CHARLOTTETOWN, P.E.I.—"The filling out of these forms will be absolutely no benefit to the grocery trade or anyone else. It will only increase the cost of living because extra help will have to be hired to do the work."

TOBIN STORE CO., BROMPTONVILLE, QUEBEC.—"Our opinion is that the general public realizes that the retail grocer is not a profiteer and any order like this one will not be of any benefit to anyone. We cannot see our way to carry out the requirements of the board and fail to see where it will serve any useful purpose."

JOS. F. RETTINGER, PRESTON, ONT.—"It will only help to increase prices, as we are obliged to hire help to make out these forms, and even then they would be incomplete as we have no system by which the necessary records are kept. Our margin of profit is so small that, in my case, I would be better off without the business if I was compelled to send in the monthly report. My grocery business is not very large, but do a comfortable transient trade and I also conduct a side line which is profitable."

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO



A REAL TREAT

During these hot days there is no greater treat, than sitting down to a "Cold Luncheon," in preference to a steaming hot dinner.

The Housewife realizes this, and is therefore looking for the store in her neighborhood that has a "Cold Luncheon" counter.

Will she find one in your store?

Davies' Cooked and Jellied Meats are just the "ready to serve" products the Housewife is looking for. You can't offer her a more appropriate line of Summer Season's delicacies.

Send in an order to-day.

Davies' Pork Tongue	Davies' Roast Pork
Davies' Jellied Hocks	Davies' Pork and Tongue
Davies' Ox Tongue	Davies' Jellied Pork
Davies' Headcheese	Davies' Cooked Pressed Pork

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO - MONTREAL

A Delicatessen Department

In your store will be a profitable investment for you and a big relief to Mrs. Housekeeper throughout the hot days to come.

Ready-to-serve meats are popular, especially in the summer time, for they reduce the time spent in a hot kitchen.

Under the OVAL LABEL you have a large variety of *Veribest* cooked meats and *Veribest* canned meats to choose from. Their quality is unsurpassed.

Order from the following to-day:

Veribest Jellied Lunch Tongue	Gold Band Sausage
Armour's Baked Meat Loaf	Baker Boston Butts
Macaroni and Cheese Meat Loaf	Headcheese
New England Ham	Veal Loaf
Jellied Ox Tongue	Potted Tongue

Ask the Armour salesman to show you his Sales Manual containing full color illustrations to these delicatessen products.

ARMOUR AND COMPANY

HAMILTON, ONTARIO

Branch Houses at

HAMILTON, ONT. TORONTO, ONT. MONTREAL, QUE.

SYDNEY, N. S. ST. JOHN, N. B.

MR. CLERK

A REAL SALESMAN

"IS CONVINCED"—THEN HE SELLS.

BRUNSWICK BRAND JUSTIFIES A RECOMMENDATION

When you are asked for Sardines, Finnan Haddie, Kippers,
Herrings, Clams, Sell Brunswick Brand.

They are sure to please your most particular customer.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

Winnipeg Representatives: Chas. Duncan & Son, Winnipeg, Man.

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Gunns "EASIFIRST" Shortening

Always Satisfies Your Customers

A satisfied customer is your best advertisement and will bring more business to you. More business means more profits.

Be prepared to sell "Easi-first." It will pay!

Phone Junction 3400

GUNNS LIMITED

West Toronto

H·A BRAND

COOKED MEATS

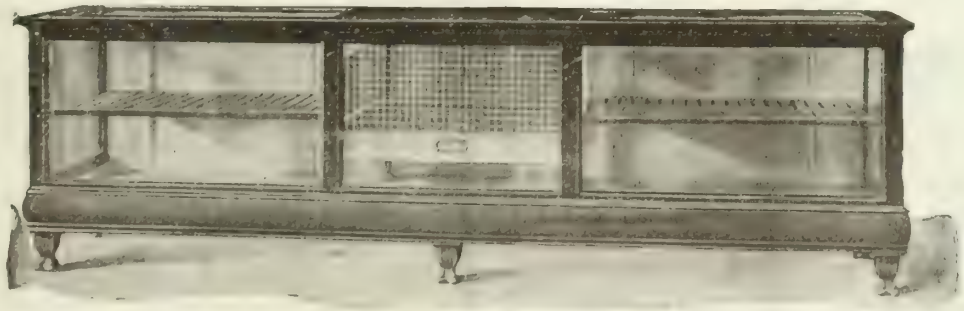
for tempting warm-weather luncheons

Housewives want to spend the least possible time over hot steaming stoves preparing warm-weather luncheons—consequently, they are always on the lookout for dainty, wholesome, cold meats. That's the one big reason why you should keep a complete stock of **H. A. Brand Cooked Meats** well displayed. Their tempting and appetizing appearance will keep your provision department busy and your cash register merrily ringing up substantial profits.

THE HARRIS ABATTOIR COMPANY, Limited
TORONTO, CANADA

ARCTIC

REFRIGERATORS *for* GROCERY STORES



We can promptly supply upright refrigerators in the sizes found most suitable for Grocery Store use. The Counter Refrigerator illustrated is a very popular type that keeps goods fresh and appetizing.

Write for our catalogue which illustrates the different styles of refrigerators and gives the details of construction and sizes.

John Hillock & Co., Limited
Office, Showrooms and Factory: 154 George St., Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.

THE BEST SALT

For years, the Canadian Salt Company products have been leaders. Quality and purity characterize

WINDSOR TABLE SALT
(For General Household Use)

REGAL TABLE SALT
(Free running---Sold in cartons)

WINDSOR DAIRY SALT
WINDSOR CHEESE SALT

The best equipped plant in the Dominion, and scientific skill have combined in making our salts famous throughout Canada, for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co., Limited

Windsor, Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

Little Selling Effort

will, we feel, sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as a palate pleasure and a true digestive

As supplied by Warrant of Appointment to the House of Lords.

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S.
David Brown 167 Cordova St. W.	F. Manley 42 Silvester-Willson Bldg.	Bowring Bros. & Co.	J.W. Gorham & Co.

Makes Better Business

CHICKEN HADDIES
REGISTERED

Means Bigger Profits

CHICKEN HADDIES

(Lily Brand)

Our new pack of Chicken Haddies is now ready for prompt shipment.

The demand for this choice, tender sea food exceeded all expectations last season.

Stock up with this popular product; the increased good-will of your customers and a substantial margin of profit will result.

Write for attractive window display cards.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION
LIMITED

General Office : MONTREAL

Packers of the celebrated Maple Leaf Brand Codfish Flakes

A Profitable Offering

"Nobility," "Peerless" and "Elgin" chocolates are of such a quality as to ensure you regular profit through steady sales.

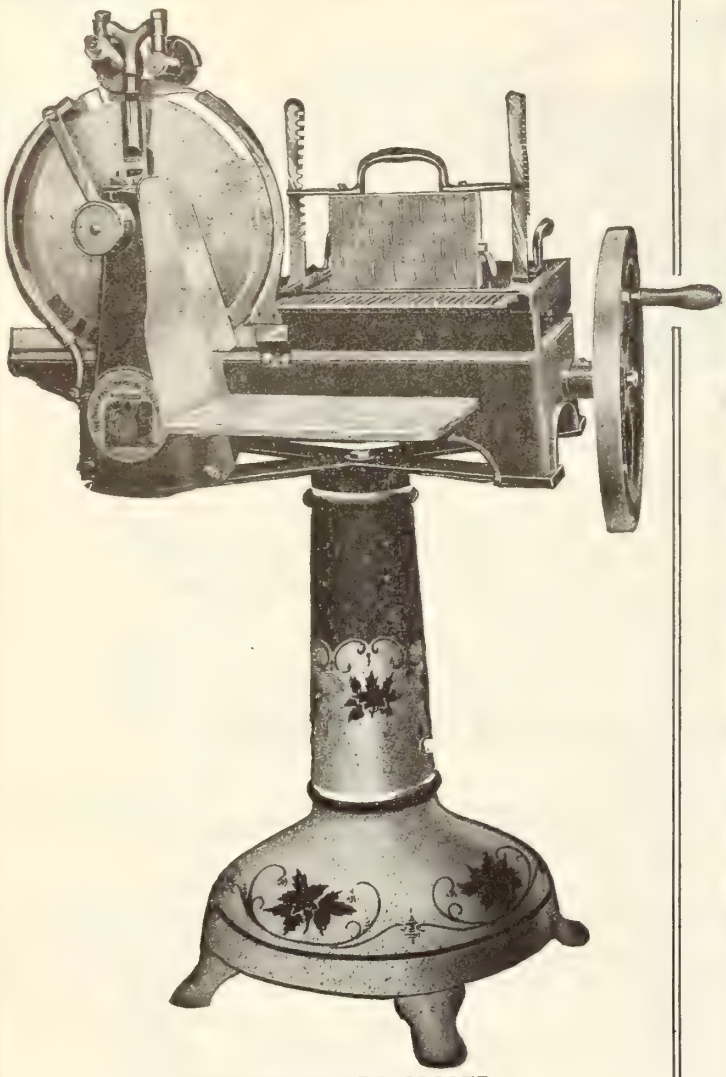
A display in your window or on your counter will start the selling.

We also make delicious pan candies and taffies.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:
Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg



THE BRANTFORD SLICER

Canadian Perfection

Made in Canada by skilled Canadian workmen, this slicer has been proven to be mechanically perfect for cutting quickly and accurately any desired thickness of meat.

The merchant, we feel sure, will express his entire satisfaction at this machine's efficiency—at the same time he knows that he is patronizing Canadian labor.

Write for our illustrated catalogue.

The Brantford Computing Scale Co.
Limited

Brantford, Canada

Office and showrooms in the larger centres

The Custard that brings trade

Our bright, live and extensive advertising is creating a steady and increasing demand. Be ready to supply your customers and secure a large and permanent trade.

Quick Sellers are Profitable.

Garton's CUSTARD

Sole Agents:

W. G. PATRICK & CO., Ltd.

Toronto Montreal

Three Good Things the Grocer should not miss, yet only One Article to deal in.

1.—Grimble's Malt Vinegar is pure.

2.—Grimble's Malt Vinegar keeps in any climate.

3.—Grimble's Malt Vinegar gives you a good profit and the Customer every satisfaction.

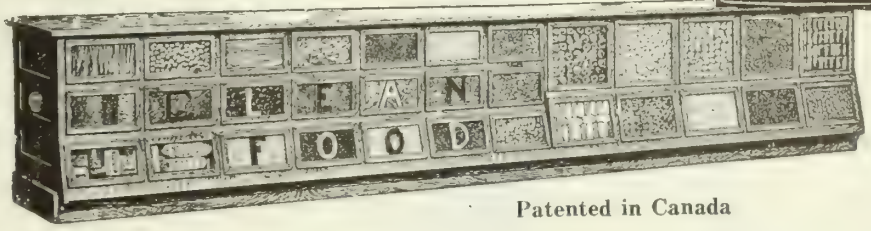
REPRESENTATIVES:

WINNIPEG—Messrs. H. P. Pennock & Co., Ltd , Winnipeg.
MONTREAL & TORONTO—Messrs. Maclure & Langley, Ltd., 11 St Nicholas Street, Montreal, and 12 Front Street East, Toronto.
VANCOUVER, B.C.—Mr. H. C. Janion, 709 Mercantile Building, Vancouver.

In Fly-Time, It's High-Time to Install Your Profit Making

Sherer Sanitary Grocery Counter

By the Pound



Patented in Canada

It is easy for any store to own and pay for a Sherer Counter Every grocer should have one or two. Start today —write us for terms.

DO IT NOW!

SUMMER brings its clouds of dust and swarms of flies—the dust settling on fixtures and food—the flies swarming on every particle of exposed food—a buzzing, loathsome menace to health and to your *business* as well. Good customers soon leave the fly-infested store.

Fortunate then, is the store that has a Sherer Sanitary Counter—to keep merchandise safe from dirt, from filthy flies and other pests.

Your trade will be first to appreciate the *safety* of buying from a Sherer Sanitary Food Container.

"MADE IN CANADA"

Sherer-Gillett Co.

GUELPH, ONT.

Sell Food By Weight

Patentees and Manufacturers

Sherer-Gillett Co.
Guelph, Ont.
Dept. 57

Please send us your new catalogue and terms.

Name .....

Town .....

Province .....

Substantial Profits

—are made through satisfying the purchaser, with a product, possessing such high quality as to warrant its continuous use for a particular purpose.

Make your next order Brodie's.

Brodie & Harvie, Limited
MONTREAL

Ontario Representatives : Chadwick & Co., Toronto
Quebec Representatives : Renaud & Co.

A well known Trade-Mark

"Sweetheart Brand"

We pack a number of different lines under this trade-mark — spices, mustard, orangeade, etc., and last but not least two special lines that are leaders in their field.

Sweetheart Peanut Butter
Made from the sweetheart of the nuts

Sweetheart Coffee
Canada's finest--the final choice

The success of your employer, Mr. Clerk is of first importance to you, your position and responsibility will grow with his business. Feature and sell dependable goods that carry a **real profit**—the line that pays is the one that repeats.

And "Sweetheart Brand" products do repeat !

Made in Canada—Better Still—Made in Ontario

BEST OF ALL---MADE BY CANADIANS

I.X.L. Spice & Coffee Mills, Limited

LONDON, ONT.

LABOR SAVERS —as good as a maid

HOUSEWIVES everywhere in Canada depend on Imperial Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss to save them time and work in their daily household duties.

In dozens of ways these Imperial products serve the housewife's needs and save her time. Are you getting your share of the business?

Mention Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant occasionally in your newspaper and dodger advertising and occasionally make a window or counter display. Do so and you will note a healthy increase in business and ***profits.***

Check up your stock to-day.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

Sales Increase Every Day

This is the report of T. N. Brown, of Collingwood, Ontario, who finds it profitable to feature Lanka in this original way.

He simply displays Lanka Tea in his window accompanied by the following snappy little display card:

"Get Lanka from the pot, It's mighty good when hot"

This display, with a personal recommendation to tea buyers, *moves the goods.* Lanka quality does the rest—it's a sure repeater.

Try a Lanka window display of your own—do a little pushing. It's money in your pocket and prestige for your store to help introduce your customers to this superb Ceylon hill-garden tea—best value the world produces.

WM. BRAID & CO.
Vancouver, Canada
Packers of the Famous Braid's Best Tea and Coffee
Agents for Ontario
S. H. MOORE & COMPANY, Toronto

Handsomest Package Finest Tea

The higher rates of exchange are being absorbed by the manufacturers of G. Washington's Coffee, payments for which are accepted in Canadian Funds at par.

Please pass this information on to your customers.

G. Washington's
COFFEE
ORIGINATED BY MR. WASHINGTON IN 1909
Distributed by Grocers Specialty Company
169 William Street, Montreal

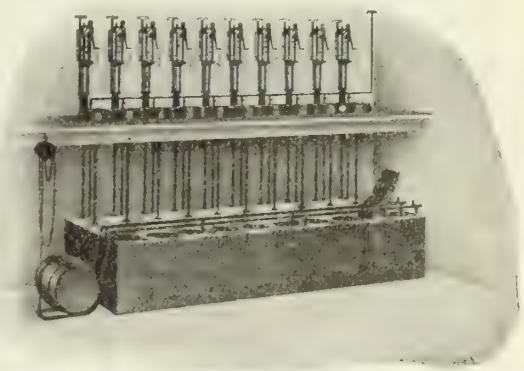
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centers

Representatives Everywhere

KING GEORGE'S NAVY

CHEWING TOBACCO

keeps the men coming back

Right there is the big advantage of selling King George's Navy regularly. It's a "repeater"—a daily "repeater" that keeps the cash register ringing merrily and builds up better business.

Get a supply of King George's Navy from your wholesaler. Show it in your store. Let the men know you are selling it and it will sell — good and strong.

Rock City Tobacco Co., Ltd.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 3 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates—Three cents per word first insertion, 2 cents per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

"No Sales Effort—Just Take the Order!"

that's what it means to handle

A Brand That Sells on Merit

Makes all the difference —Worth the difference

By Appointment.

All Worcestershire Sauce is not LEA & PERRINS', but LEA & PERRINS' is the only *original* Worcestershire Sauce. Produced 80 years ago—it at once set a mark for quality, goodness and piquant flavor that countless imitators cannot duplicate.

90

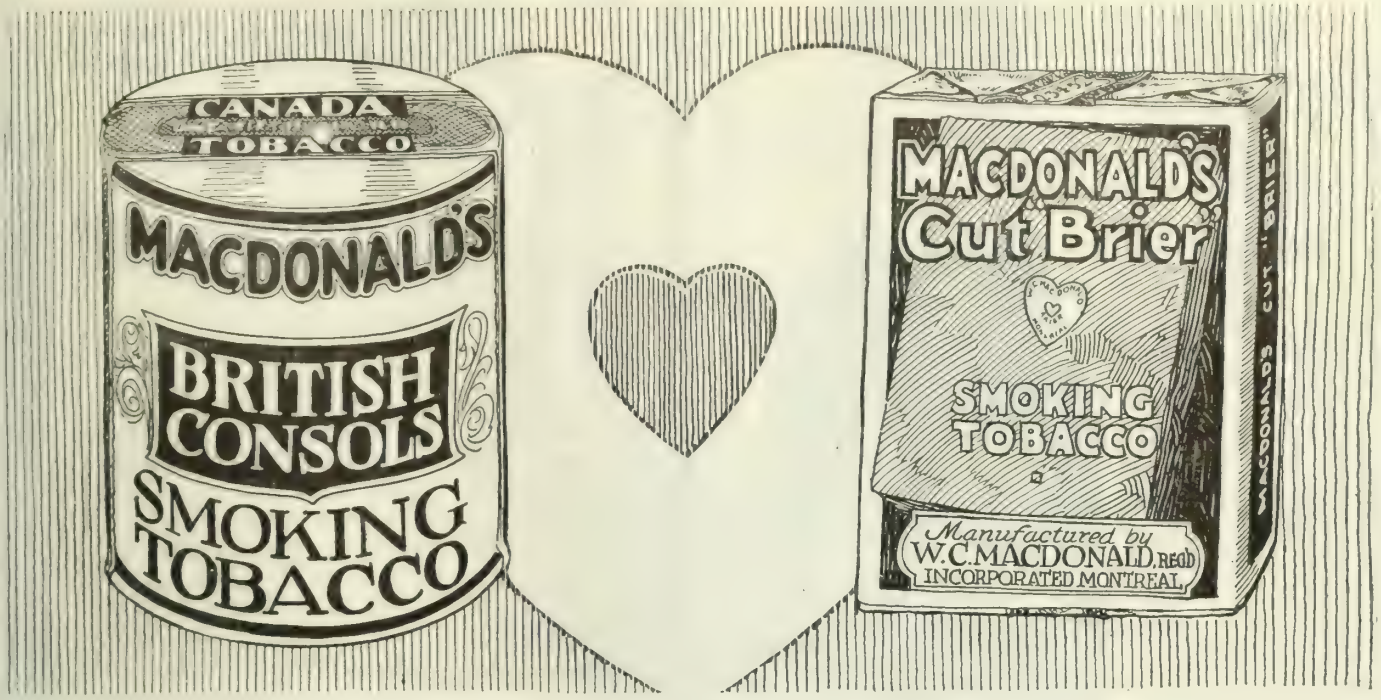
Lea & Perrins

YOU run no risk if you deliver Lea & Perrins' in place of an inferior line—but you'd be taking tremendous chances if you sent "something else" in place of Lea & Perrins'. Lea & Perrins' makes new converts every day—and holds the old ones.

Lea & Perrins

The *ORIGINAL* Worcestershire Sauce

HAROLD SEDDON
137 McGill Street MONTREAL Special Agent



Still further Possibilities— in our Cut Smoking

Everybody who appreciates quality wants Macdonald's Tobacco, but in the past some people have expressed a wish for their favorite Brand in Cut Form.

Our two new packages hold great possibilities for the Retailer of "Cut Brier" and "British Consols."

Plug Smoking

BRIER
INDEX
BRITISH CONSOLS

Plug Chewing

PRINCE OF WALES
CROWN
BLACK ROD (TWIST)
NAPOLEON

Cut Smoking

Cut Brier & British Consols.

Selling Agents:

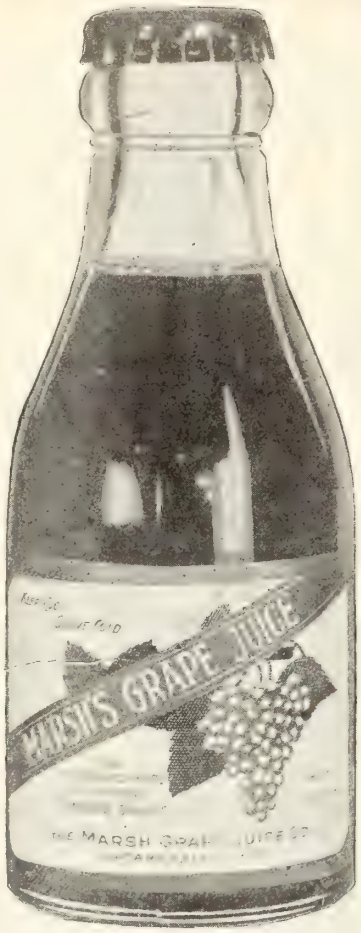
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. Macdonald Regd.

INCORPORATED

Montreal

A Satisfaction to the Palate



Marsh's Grape Juice will appeal to those who prefer an appetizing thirst quenching grape drink.

Made from Concord Grapes, it is pure and delicious. A display on your counter will be a reminder to your customers and also profit for yourself.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agent:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

COSGRAVE'S PURE Malt Vinegar

Recommend Cosgrave's when your customers want the highest quality in malt vinegar.

Cosgrave's has the purity, strength and flavor that will give them the greatest satisfaction.

Sold in sealed bottles, the full strength is retained. It is also easier, cleaner and more profitable for you to handle.

Well advertised as being sold by all good grocers at standard prices, 25c and 15c per bottle.

Ask your Jobber for Cosgrave's.

Toronto Vinegar Works
Toronto

The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

Your jobber can supply you

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

"MELLOW"
TRADE MARK
FOOD PRODUCTS

A New Lemon Pie Filler

Enough in each can to make **4 delicious pies.**

A splendid seller showing a good profit.

Agents wanted in all parts of Canada

Mellow Products Co., "Regd"
146 Garnier St., MONTREAL

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to Use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your Wholesaler

1598 Delorimier Ave.
Montreal

"Norse Crown"

This is a trade mark that every clerk and merchant can absolutely depend upon. When your customers ask for a good sardine, remember, *"Quality Will Tell."* Sell them—

"Norse Crown" Guarantee:

1. *Only the very choicest fish are packed, each fish is in perfect condition.*
2. *The oil is the finest olive oil obtainable.*
3. *Tins are of guaranteed quality and non-soldered.*
4. *The canning and preparation are as near perfection as care and cleanliness can make them.*

We are working on the principle:

"QUALITY WILL TELL"

The Oversea Export & Import Co., Ltd.
NORWAY

Sole Agents for Canada and Newfoundland

Stewart Menzies & Co.

32 Front St. W. - Toronto

The Largest Sale of any Medicine in the World

Your Customer Knows

Over half a century of steady publicity has given Beecham's Pills the prominent place in the family medicine chest in millions of homes. They give prompt relief from Constipation, Indigestion, Kidney and Liver troubles; purify the blood, brighten the eye and clear the complexion.

When your customer knows what she wants, it's easy for you—and you know that the quicker the turnover, the larger the profits.

Beecham's Pills are a more interesting proposition for the dealer to-day than ever before! Do your part—look at your stock right now—be sure to carry a plentiful supply at all times.

Beecham's Pills

Harold F. Ritchie & Co., Ltd.

Sole Agents

Toronto - Ontario - Canada

The Largest Advertised of any Medicine in the World

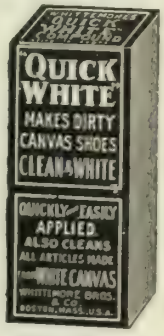
Sells Quick! Why?

Put Gold Dust packages where your customers can see them.

We have *sold* women on Gold Dust. All you need to do now is to give it a prominent place on your shelves and complete the sale.

It pays to sell this "Made in Canada" product with its quick turnover and good margin of profit.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL.



Whittemore's Shoe Polishes

Are Superior

Preserve the Leather
Give a More Lasting Shine
Keep Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Whittemore Bros. Corp., Boston, Mass., U.S.A

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

A Small Investment Brings Good Profit

MAPLEINE

yields a good profit and the investment is small.

Tell the housewife Mapleine gives delicious maple taste to desserts and syrup and the sale is made.

Advertised in leading national magazines. Your customers are referred to you.

Can you supply them?
Order now of your jobber or

F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg

M-578

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lbs. boxes

WRITE US FOR PRICES

Sole Canadian Distributors

Dominion Sales Company

Southam Bldg. Montreal, P.Q.

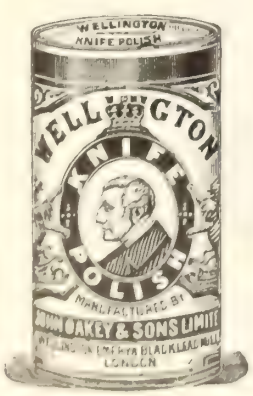
Our Agents:

C. T. NELSON Victoria, B.C.
E. U. GIBSON Winnipeg, Man.
GAETZ & CO. Halifax, N. S.

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - ONTARIO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

Junket Powder

NESNAH

Is a delicious summer dessert that is both economical and easily prepared. Nesnah comes in four flavors in attractive cartons and retails at 15c with an excellent profit.

Junket
MADE *with* MILK

Another well-known and tempting dessert that comes in tablet form (10 tablets to the package) and retails at 15c. Junket is highly nutritious and wholesome and its wide variety of uses makes it an active seller.

Chr. Hansen's

Canadian Laboratory

Toronto, Canada

SELLING AGENTS FOR CANADA:

LOGGIE, SONS and CO.

32 FRONT STREET WEST, TORONTO

Ludella

This splendid tea is climbing ahead in popularity.

There are many reasons for this. Take the main one, for instance Ludella Blue Label is as good quality as other package teas which sell at ten cents higher in price.

The Blue Label is the line that we make our special drive on, and you who have not taken an interest in it are missing an opportunity of putting before your customers a tea which, although at a reasonable price, is everything that can be desired in quality.

Send us a trial order and put our statements to the test.

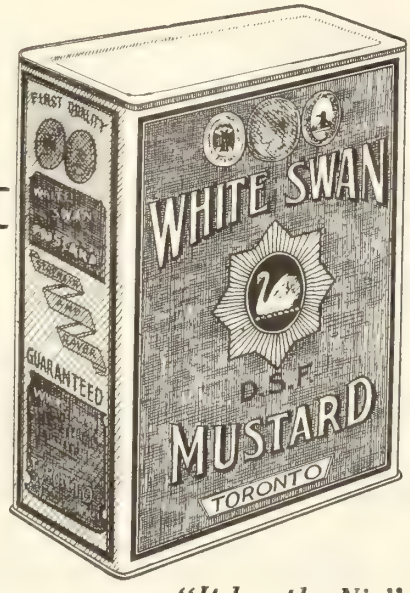
	Cost	Sells
Ludella Tea Blue Label ½'s and 1's	50	60

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

White Swan Mustard



"It has the Nip"

Summertime is Mustard time

Keep this popular Canadian-made mustard well to the front in your warm weather displays. For picnics, dainty cold meat lunches, salads, etc., it is absolutely essential.

White Swan Mustard costs you less, Mr. Grocer, than any imported brand, and is a superior mustard. Glance over your stock to-day and let us send you a sample order of this rapid seller.

Attractively packaged in—

¼ pounds..... $2.25
½ pounds..... 4.00

White Swan Spices & Cereals Limited

Toronto - - - - - Canada

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 80
5-lb. tins, 1 doz. in case	7 75
10-lb. tins, ½ doz. in case	7 45
20-lb. tins, ¼ doz. in case	7 40
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	6 20
5-lb. tins, 1 doz. in case	7 15
10-lb. tins, ½ doz. in case	6 85
20-lb. tins, ¼ doz. in case	7 60
(5, 10, and 20-lb. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1.25
	Doz.
White Cleaner (liquid)	$2.00
Card Outfits—Black, Tan, Toney Red, Dark Brown	4.80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5.60

IMPERIAL TOBACCO CO. OF CANADA, Limited

EMPIRE BRANCH

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 30
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 35

THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Cholocate Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	$6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in bax, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

Kellogg's Toasted Corn Flakes, Waxtite	4 15
Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles.	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz.	$6 20
Do., 3 lbs.	3 15
Superb Self-Raising Flour, 6 lb.	6 00
Do., 3 lbs.	3 05
Crescent Self-Raising Flour, 6 lb.	6 10
Do., 3 lb.	3 10
Perfection Rolled Oats (55 oz)	3.00
Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz.	1 50
Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz.	1.50

CALIFORNIA FRUITS

Peaches Plums Apricots
Canteloupes Cherries

Now arriving freely—Include some in your next order.

WATERMELONS

Fresh cars every week—Large average.

NEW POTATOES

Very fine quality and prices right.

NEW VERDELLI LEMONS

The good keepers for summer use—
Order some to-day—Prices will be higher.

The House of Quality

Hugh Walker & Son

Guelph *Established 1861* Ontario

Fruit Market Open

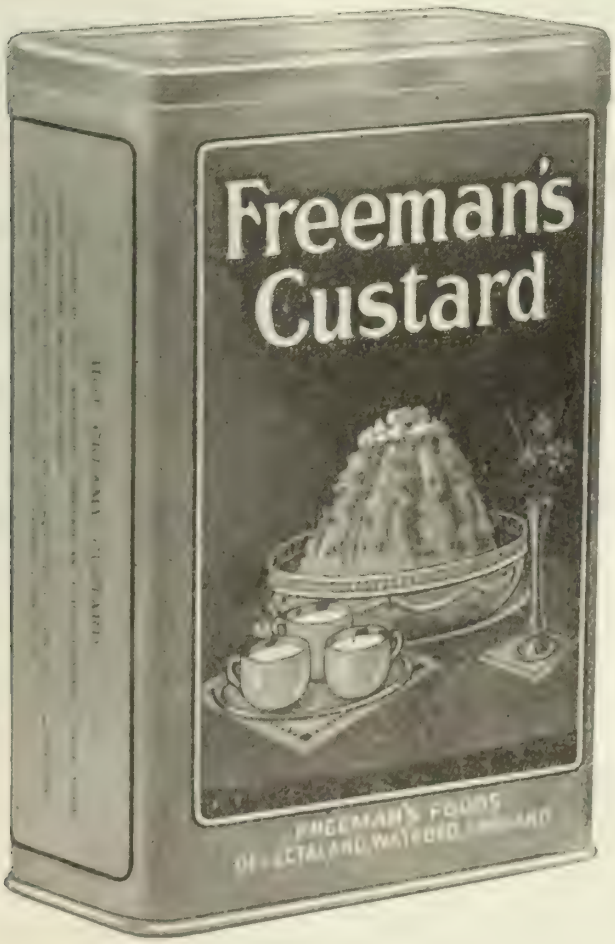
Market Opened Monday Last

All Ready for the Summer Business

Main 6243
LONG DISTANCE CALLS

STRAWBERRIES In heavy supply
TOMATOES
CUCUMBERS
WATERMELONS
CANTALOPES
CALIFORNIA FRUIT

WHITE & CO., LTD.
TORONTO



Vinegar

and

Syrup

Pumps

Walter Woods & Co.
Hamilton and Winnipeg

Rose's Lime Juice

A Fine Warm Weather Line ---

You can get behind "Rose's" Lime Juice with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. Its delicious flavor and thirst-quenching properties win approval from hard-to-please people.

And you'll ring up a profit on every Rose's Lime Juice sale that makes a continued selling effort worth while.

Holbrooks, Ltd.

Sole Agents for Canada

TORONTO & VANCOUVER

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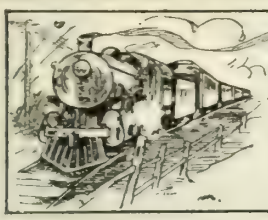


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.,
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

THE
CHARLES MUELLER COMPANY
Limited
Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.
Waterloo - - Ontario

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

STORAGE TANKS FOR MOLASSES

For some time there has been difficulty in securing sufficient supplies of molasses in Montreal. The Pure Cane Molasses Company, Limited, 118 St. Paul Street West, Montreal has built two large tanks on Notre Dame Street, East, each of which will hold 400,000 gallons of molasses. It is their intention to run tank vessels direct to Montreal and fill these tanks with molasses for consumption here and for distribution to the inland cities. This will be of great advantage to the Canadian trade in molasses as it will do away with the handling of small barrel lots which has, in some cases, caused serious loss in supplies on account of poor handling. The vessels carrying the supply to Montreal will be owned and run by this company.

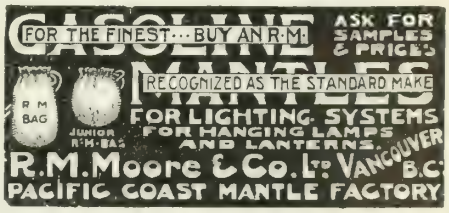
CLIMAX PAPER BALERS
ALL STEEL-F ROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

C. A. MANN & CO.
LONDON, ONT.
Phone 1577


GASOLINE MANTLES
FOR THE FINEST···BUY AN R·M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R M BAG
JUNIOR R·M·BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL IDENTIFY YOU

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - ONTARIO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

You Try This

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

GROCERY FOR SALE — EXTRAORDINARY good small business in one of best towns west of London. Investigate promptly. Box 170, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—OLD ESTABLISHED GROCERY. Good trade, good pay, expenses light, good factory town. $3,200 cash will finance. Good reason for selling. Has always been profitable business. Box 166, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE BUSINESS AT Bruce Mines. Stock about $15,000. Good business, one that has been a money maker. Ill health reason for selling. Will sell property at assessment values, which is about one-third property cost. Business can be bought at a big advantage as stock was well bought. For further information apply to Box 98, Bruce Mines, Ont.

EXCEPTIONAL OPPORTUNITY TO PURchase first-class grocery and confectionery business, doing over $1,500 weekly. Corner store in good location. Will lease or sell buildings. Apply Owner, Box 160, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—BUTCHER AND GROCERY BUSIness in Toronto. $5,000. Turnover $65,000. Stock about $3,000 at invoice price. Good lease or option to purchase. Owner leaving city. Box 146, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—TWO 10 FT. LONG, 3 FT. WIDE, 8-drawer, solid oak dry goods counters; one 10' x 3' 12-drawer solid oak dry goods counter; one 12 ft. "Walker" bin grocery counter (solid oak); one 12-ft. grocery counter (solid oak); one pr. Dayton Computing scales; one pr. small platform scales; one pr. large platform scales; two fancy biscuit display cases; one National Cabinet Cash Register, 6 cash drawers, 3 record drawers, 1 locker; 1 large safe, 5' x 38" x 30"; one refrigerator, 5½' x 42" x 26"; one ribbon display case, 3 section (2 rack); one (new) J. H. Deer electric coffee mill, medium size; miscellaneous window fixtures, etc. F. E. Hibbert, Fort Francis, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new booklet. J. Gipe Hazard Store Service Co. Limited, 172 Eumach St., Toronto.

POSITIONS WANTED

POSITION AS TRAVELLING SALESMAN BY young married man who has had excellent experience in grocery lines, or would consider management of retail grocery. Box 172, Canadian Grocer, 153 University Ave., Toronto, Ont.

MARGARINE EXPERT — WITH 25 YEARS' experience in leading factories in European plants, and able to take entire charge of production, desires connection. Excellent references. Only a first-class situation will be considered. Box 164, Canadian Grocer, 143 University Ave., Toronto, Canada.

SITUATIONS VACANT

WANTED — GOOD CLERK IN GENERAL store; country; small town; single man if possible. Write M. Daneff, Grant, Ont., C.G.R.

AGENCIES WANTED

COMMISSION AGENT RESIDENT IN ST. John could handle another line in New Brunswick. Box 168, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED — A PARTNER FOR A GENERAL store business. **A good live single man,** with about $1,000 to invest. Can show books with all records of the business. All replies treated confidentially. Box 174, Canadian Grocer, 153 University Ave., Toronto, Ont.

KINDLY MENTION THIS PAPER

WHEN WRITING ADVERTISER

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent.-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie, (Montreal), Que.

Artic Ice Blankets

Reduce Ice Bills by Saving Ice

Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

GROCERS FIND A BIG DEMAND FOR THEM. RETAIL PRICE, 10 CENTS EACH.
WHOLESAL7 PRICE, 90c DOZEN; $10.00 GROSS.
FOR SALE BY

PARKE & PARKE, LIMITED
Macnab St. & Market Sq.
HAMILTON, ONT.

What's Wanted

Almost every week you want something which you could quite easily secure by advertising in Canadian Grocer.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

RID-OF-RATS

Warm Weather is the Breeding Time for Rats and Mice

RID-OF-RATS prevents raising of new supply. If you have used it, use more! If not, start now! Non Poisonous and sold under Money-Back Guarantee. If your Dealer can't supply you, write to us

Price, small box—15 cents. $1.00 per lb. in bulk.

BERG & BEARD MFG. CO., Inc.

100 Emerson Place. Brooklyn, N.Y.

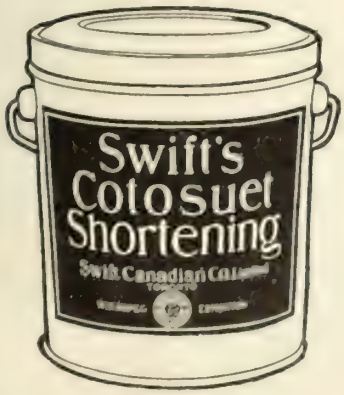
Selling Shortening

In Hot Weather

IN BUYING shortening for summer use, the product your customers want is the one which will give them the same satisfaction as it does in cool weather.

Swift's Cotosuet Shortening

is consistent in quality the year round. Its velvety texture mixes evenly and its shortening qualities are not affected by heat or cold.



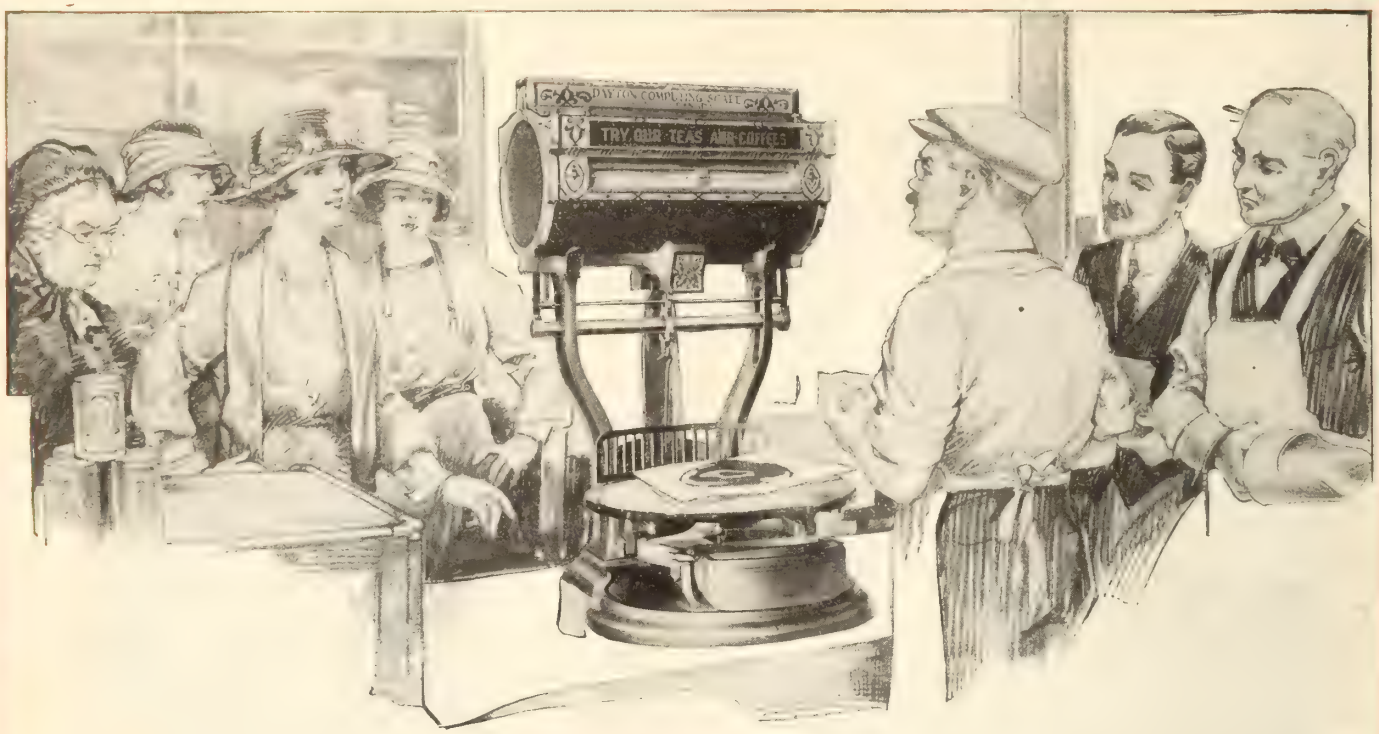
During the hot weather the housewife prefers to buy products put up in convenient packages. Swift's Cotosuet Shortening is packed in convenient, sanitary tin pails, of various sizes, to meet every demand.

Your customers may not know that Swift's Cotosuet Shortening is ideal for all frying purposes—particularly in preparing light summer foods. It is pleasant to use, as it fries without burning or smoking and without taste or odor.

Tell your customers these points. It will mean steady repeat business for you.

Swift Canadian Co.
Limited

Toronto **Winnipeg** **Edmonton**



RUSH HOUR AND TWO WAITING LINES

Can you afford, Mr. Grocer, to be without

THAT OTHER DAYTON?

Such tie-ups in your business are deadly. You are at liberty to waste the time of your clerks, if you will, but customers demand prompt service. They will not wait. Get that other Dayton NOW.

The Dayton Automatic is the highest-priced scale on earth because it is the best.

If It's a Dayton, It's Right.

MADE IN CANADA

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office: 300 Campbell Avenue, Toronto

OFFICES ALSO AT

34 Granville St. HALIFAX, N.S.	506 Mercier Bldg. QUEBEC, QUE.	1 and 3 Notre Dame St W MONTREAL, QUE.	188 Queen St. OTTAWA, ONT.
[illegible] Yonge St TORONTO, ONT.	176 James St. N HAMILTON, ONT.	44 Lincoln Rd. WALKERVILLE, ONT.	227 McDermott Ave. WINNIPEG, MAN.
274 3rd Ave. S. [illegible] SASK.	127 6th Ave. CALGARY, ALTA.	10118 102nd Ave EDMONTON, ALTA.	110 Water St. VANCOUVER, B.C.

Also manufacturers of International Time Recorders and Hollerith Electric Tabulators

1923